

Holiday jet passengers heading for severe delays

By HARVEY ELLIOTT, AIR CORRESPONDENT

BRITISH holiday-makers face severe delays throughout Europe during the summer because of over-crowding throughout much of Europe's air traffic control system.

The Civil Aviation Authority has written to all airlines warning them of the long delays. The International Air Transport Association has told its member airlines that air traffic control has "reached breaking point".

A combination of understaffing, traffic growth, the closure of Yugoslavian airspace, popular events in Spain and inadequate equipment in Eastern Europe has overloaded the system's ability to cope. Delays are already building up even before the peak travel period.

TB cases rise in Europe

By NIGEL HAWKES
SCIENCE EDITOR

TUBERCULOSIS, once on the verge of elimination in Europe and North America, is making a comeback, the World Health Organisation said yesterday.

There are now 400,000 new TB cases and 40,000 TB-related deaths in industrialised countries every year, mostly among the old, ethnic minorities, migrants and people infected with HIV. Several European countries have had sharp increases, with cases in Ireland up by almost a fifth between 1988 and 1990, and Switzerland recording a 33 per cent rise between 1986 and 1990. Britain had only a 2 per cent rise between 1987 and 1990.

Until the mid-1980s TB was declining in industrialised countries, but the trend has reversed as a result of HIV-infection, increased migration from countries where TB is still common, and reduced public funding for TB control. The organisation says, Globally, there are more than eight million new cases every year and three million deaths, with 96 per cent of the cases occurring in the Third World.

Aids is mainly responsible for the upsurge in TB cases in the United States. In Spain, Italy and France, the Aids virus also played a big role in the increase in TB cases.



School's out: break time at Geoffrey Chaucer school. Its head dismisses urban schools' 'waif' image

Head rejects inner-city 'hit squads'

AS POLITICIANS and unions rattled sabres yesterday over proposals for a national task force on inner-city schools, it was business as usual for Michael Read, head teacher of Geoffrey Chaucer School in southwark, south London.

Half the school's children come from one-parent families. Half have parents who are unemployed or work part-time. Ninety per cent live in council accommodation and 40 per cent speak a language other than English at home. It is a formidable list of social constraints, though not one to daunt Mr Read, head for 14 years, who dismissed the patronising image of the "poor little inner-city waif". His school has steadily im-

proved examination performances, smart uniforms and an over-subscribed roll of 800 pupils serving 32 primaries.

Teachers in the inner cities had to work harder to counter the culture of graffiti, mugging and anti-authoritarianism, he said. "I don't want my teachers to be social workers but they've got to go that extra mile in taking time with pupils and helping them with their needs. Classes of thirty worry me in that context."

Mr Read was sceptical about the proposed Whitchurch

agency that will rule the inner cities, re-structuring the management and staff of schools where standards are low.

"Failures are easy to diagnose, but remedies cost," he said. Struggling schools needed carefully targeted resources: a "package of help, not a hit squad".

Many inner-city schools, he said, would consider opting out of local authority control, urged on by the government.

"In the present climate, every head is looking at the options and wondering what to tell

his governors. If becoming grant-maintained is the only way to get these resources, I'll have to advise my governors to look at it very closely." But schools who joined the rush for cash would eventually miss local authority arbitration. "Who's going to help if the pot boils over?"

Jim Gilpin, a science teacher, said that Mr Read and his colleagues had nurtured an atmosphere of trust over many years. "When you look at the pollution, the absence of greenery here, the deprivation people are facing, it's these kids who are affected most," he said. "Inner-city schools need far more money. I've taught in five schools now and the bottom line has always been lack of resources."

GPs seek the end of 24-hour care rule

Continued from page 1
the burden of 24-hour responsibility has been rising among doctors. A BMA survey of 25,000 GPs in March found that nearly three quarters wanted to opt out of the 24-hour commitment.

The delays are adding heavy costs to the airlines as their schedules are thrown into chaos and additional fuel is burned by aircraft waiting to get into the airways. Airlines are already struggling to make profits under the impact of the recession.

He said: The average GP spent six nights and one weekend a month on call. "On six occasions, continuous duty at night is followed by a working day with an inevitable deterioration in performance," he said.

Dr Bogle said that a GP service would always be provided 24 hours a day. "For over 40 years we have provided the same service in the same way," he said. "Our view is that we can provide it in a way that is more manageable from our point of view while giving the public the service they have always had."

In addition to existing options of rotas and deputting services, the BMA proposes that primary care assessment centres, staffed by GPs and nurses and attached to a hospital or health centre, be established on an experimental basis for patients to visit at night. Transport would be provided for patients without having to wait for 18 months.

However, Toby Harris, secretary of the Association of Community Health Councils, said: "We are not seeking to make doctors work 24 hours a day but people do look to the practice they are registered with to provide a service."

Hospitals advertise for more patients

By ALISON ROBERTS

to all patients from warts to open heart surgery."

He said that the swift patient turnover was made possible by new techniques and facilities. Non-invasive "keyhole" surgery and surgical lasers meant that recovery times were shorter. The authority also cited better financial management. Pressure on acute beds had been eased and the number of patients treated per bed had risen.

Mr Harry said: "We are not complacent, and we still have to assess the impact of the large number of patients who fail to keep appointments. That aside we are justly proud of our results."

There are still 28,000 patients in South Glamorgan who have been waiting a year for surgery, but the authority hopes to reduce the list to 300 by the end of the year. It is working towards a maximum waiting time of three months for all operations by 2000.

The health authority will publish next year's plan in July. Different departments will benefit from funds released by the clearance of waiting lists, the authority said. Specialities such as urology, chiropody and ophthalmology would find themselves better off.

The Princess of Wales, left, last night offered to pay for damage caused to two cars when a driver stopped to allow her out in front of him. The princess, accompanied by Prince Harry, was driving through Wokingham, in Berkshire, when the accident happened. She pulled over and later volunteered to pay for the damage. The cost is not known.

'Free Silcott' protest

Forty demonstrators demanded the release of Winston Silcott as the policemen who brought the case against him appeared at Bow Street magistrates' court, London, accused of conspiracy to pervert the course of justice. Silcott is serving a life sentence for murder. His conviction for the murder of PC Keith Blakelock was quashed by the Court of Appeal earlier this year but he is in prison for the murder of another man. George Silcott said: "My brother is still in prison for another crime he did not commit." Det Chf Supt Graham Melvin and Det Insp Mathew Dingle are charged with conspiring to pervert the course of justice between October 11, 1985, and February 13, 1987. Mr Melvin is also accused of perjury during Silcott's trial. The committee hearing continues today.

Ulster officer charged

An RUC constable was yesterday charged with murdering a student. Timothy Hanley, 27, appeared before Belfast magistrates charged with the murder of Kevin McGovern, 19, on September 29 last year at Cookstown, co. Tyrone. The charge followed an enquiry by Sir Hugh Annesley, the chief constable, after Mr McGovern was shot dead while walking home from a disco. Mr Hanley denied the charge and was released into police custody to appear again on July 15.

Boy's leg cut off

A 13-year-old boy lost a leg and part of an arm when a game of "train surfing" went wrong yesterday. Michael Swain, of Hull, was last night in the intensive care unit of the city's Royal Infirmary. The accident happened at the port's King George dock when he and some friends tried to jump on to a train passing a junction at 10mph. Michael lost his hold and fell between the carriages.

WEEKEND TIMES AND SUNDAY TIMES

Scents of summer

□ It's that time of year again: strawberries, freshly-mown grass, temper tantrums and the green and purple uniforms of the ballboys and girls. Wimbledon '92 starts on Monday.

Tribute to the heroes
Weekend Times
16-page pull-out guide
The Times on Monday

□ All 27,000 places for this year's London to Brighton Bicycle Ride on Sunday may have been snapped up, but it is not too late to dust down your mountain bike. Bicycle polo, paintball and bunnyhopper are just three of the crazes gripping Britain's 4.5 million cyclists.

BBC English Dictionary, general editor John Sinclair (BBC English and HarperCollins £14.95)

□ Britain's growing band of New Age travellers have rejected society for a mythical dream of freedom. What they get is a life of poverty, monotony and police harassment. As they to celebrate the solstice, Robert Crampton meets a group of modern day outlaws on the road to nowhere.

Saturday Review

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ALL MAJOR CREDIT CARDS ACCEPTED

BBC English — as it is spoke

TO JUDGE from the frequent furious letters to newspapers complaining about its mispronunciations and vulgar accents and solecisms, not everybody out there regards the BBC as the ultimate authority on the English language. But it may be for those who take the BBC's shilling, and for the many millions of foreigners who listen to the World Service and its other overseas broadcasts.

For them it is the last word and perhaps the only word they ever hear of "correct" English. The BBC English Dictionary was published specifically for them yesterday, giving a peculiar BBC-ear view of the language.

Most dictionaries use a wide range of sources for their data base, totting them up as possible with the spoken word, which is much more ubiquitous, but elusive and regionally variable. BBC English is by definition mostly oral. So the BBC dictionary reverses the procedure of other dictionaries and puts the spoken word first. The COBUILD team of re-

portant element of an idea or policy rather than a long rectangular piece of wood. In BBC-speak, "goalposts" are more likely to be mentioned in a current affairs context than a sporting one.

Recommended BBC pronunciations are given, as well as politically correct territorial designations. No Eskimos in this word-bank, and Côte d'Ivoire rather than Ivory Coast, if you please.

The typical user of the BBC English Dictionary emerges as someone with a reasonable standard of English, interested in world affairs and in the perspectives given by people from different countries, something of a world citizen, and a keen radio-listener.

BBC-speak is a fine and public register of English. But it would be as big a mistake to take it for the whole story as it was 50 years ago to take the refined old BBC pronunciation, carefully enunciated by chaps in dinner jackets, as the only right way to pronounce English.

BBC English Dictionary, general editor John Sinclair (BBC English and HarperCollins £14.95)

THE DAILY TELEGRAPH TUESDAY JUNE 16, 1992



The wrecked Land-Rover, with its roof sheared off, at the foot of the cliff

Coastguards drive over 80ft cliff and survive

By Colin Wright

TWO part-time coastguards escaped with only minor cuts and bruises after reversing their Land-Rover over a sheer cliff face and on to rocks in a cove 80ft below.

Mr Graeme Geddes, 20, and Mr Gary Smith, 27, walked away from the wreckage at 7am on Sunday and were

**WE'D LIKE TO APOLOGISE
FOR THEIR CUTS AND BRUISES.**



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Bar wants US-style plea bargaining

BY FRANCES GIBB, LEGAL CORRESPONDENT

THE Bar Council called yesterday for a formal system of plea bargaining in which the judge would indicate the likely sentence to be imposed if a defendant pleads guilty.

The council also called on the Court of Appeal, which in effect has outlawed plea bargaining to date, to issue minimum percentage discounts on custodial sentences where a guilty plea is made.

The far-reaching proposals, which draw on daily practice in American courts, are aimed at cutting the large number of crown court trials resulting from 71 per cent of defendants pleading not guilty and choosing to be tried. Up to 40 per cent of these trials are ultimately aborted because the defendants change their pleas at the last minute, causing massive waste in costs and resources.

The plea bargaining proposal is one of a package of measures outlined in a Bar Council working party report aimed at improving the efficiency of the crown courts and producing a better system for defendants.

Gareth Williams, QC, Bar Council chairman, said: "The

public, defendants, victims and their relatives will all be enormously helped by adopting a rational approach to plea bargaining, something which happens every day of the week anyway."

Robert Seabrook, QC, chairman of the working party that produced the report, said that lawyers were frequently asked by defendants if they could "have a word" with the judge to find out what the sentence might be if they pleaded guilty. Many defendants would plead guilty if they knew that sentence, he said. Instead they "opt to be tried and to take the chance of acquittal by the jury merely because the judge is inhibited from disclosing what the sentence would be. Many would regard this as a complete waste of precious public resources."

The plea bargaining proposal was criticised by Liberty, the civil liberties group, as likely to put "unacceptable pressure on innocent and vulnerable defendants to plead guilty at an early stage for fear of a longer sentence". John Wadham, legal officer, said: "The fundamental principle of presumption of innocence becomes largely irrelevant if the prospect of an increased sentence results in large numbers of defendants not being able to benefit from that principle."

Under the Bar Council's proposals, there would be a formal closed hearing at which the judge would indicate the likely sentence and a minimum reduction of 30 per cent if a guilty plea were made as early as possible. The reduction would be progressively lowered for guilty pleas entered later.



Williams: system would benefit the public



Sounds of silence: Nathalie Joy, left, and Martine Thomas, who play identical twins June and Jennifer Gibbons in the opera 'Jumelles', which opened at London's Place Theatre this week. The twins, who have been in Broadmoor for ten years, live mostly in silence, communicating only with each other

ALAN WELLER

NEWS IN BRIEF

Pools man wins £2.2m with a 54p stake

A world record pools win of more than £2.2 million for a stake of 54p on Australian matches — was announced yesterday by Littlewoods. The winner, a man from Bournemouth, who does not want to be named, was said to be taking a holiday while deciding what to do with his jackpot, amounting to £2,246,113.20.

As he ponders his good fortune, he could be netting £600 a day in interest if his win is invested. "This is incredible, I just can't take in the fact I have won all this money," he was quoted as saying.

The win tops the previous record by more than £100,000 and is the sixth £2 million jackpot paid out by Littlewoods in the past year.

Yacht charge

Thierry Joubat, 21, an unemployed Frenchman with no fixed address in this country, was remanded in custody by magistrates at Penzance, Cornwall, yesterday charged with stealing and raking luxury yachts in the West Country. He is also accused of trespass with intent to steal at a club at Romford, Essex, on June 15.

Island school

Highland Regional Council has approved the building of a £243,000 primary school on the Island of Muck for just three pupils. The project means the end of lessons in a leaky, corrugated-iron shack.

Singer returns

Luciano Pavarotti has kept a promise to 12,000 fans disappointed when he sang at Sheffield Arena for only 30 minutes because of a throat problem. He is to return on July 27.

Aircraft fright

Jimmy Rigby, 44, who missed death by inches when a locking pin from an aircraft nearly fell on him at Stockport, Cheshire, has been offered a holiday in Cyprus by Caledonian Airlines.

Tebbit recovers

Norman Tebbit, the former Tory party chairman, who is being made a peer, was yesterday comfortable after further surgery on injuries from the 1984 Brighton bombing.

Sit-in ends

Students ended a sit-in at Oxford polytechnic, held in protest at overcrowding and poor library facilities, after being told that governors will discuss their case.

Death enquiry

The army is investigating the death of Lance Corporal Amanda Stead, 26, of Chelmsford, Essex, in a training course accident at caves near Ystradgynlais, Powys.

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Pools man wins £2,154 with a 54p stake

A week ago today, a man from a local pub in Kent won £2,154 with a 54p stake on the EuroMillions lottery. The man, who does not want to be named, was at a pub in Ashford, Kent, when he bought a ticket for the draw. He had been playing the lottery for a year and had never won before. The man said he was "very happy" with his win and plans to use it to pay off his debts.

White, who was

CHRIS HARRIS

Indoor ski resort to take heat off Kentish summer

A SKI resort hundreds of miles from the slopes and *glühwein* bars of the Alps is about to take shape in the unlikely urban setting of Ashford, Kent.

On a ten-acre site abutting the proposed Channel Tunnel station, planning permission and funding have been secured for what is claimed to be the world's first real indoor snow centre complete with a man-made glacier and falling flakes. Snoworld is planned to be the first of several such leisure centres in Europe, the Middle East, Japan and Hong Kong.

While the rest of Britain may sweat in unusually high summer temperatures, visitors to Ashford will be able to don mittens and jackets for tobogganing and

Nick Nuttall on how the garden of England is ignoring global warming by going Alpine

snowman building, or skiing down the 100-metre long, 26-metre wide, red, blue and green pistes. There will be a themed area for strolling through falling snowflakes, and bars opening on to Alpine scenes of frozen pine trees.

The concept was devised by Malcolm Clulow, of Snowmec, in Telford, Shropshire, which has teamed up with Acer, engineering consultants from Guilford, Surrey. At the

heart of the centre, which at its highest is 10 storeys tall, are six snow guns designed by Mr Clulow and an American company who claim that the indoor conditions allow them to make snow with a structure close to the real thing.

Conventional snow guns used at outside resorts tend

to produce large, granular and coarse crystals that can

not withstand sun, wind and rain.

"Indoors you have none of these problems," Mr Clulow said. "So we can make snow with a structure like the snow that falls out of the sky." The new guns contain computers that can sense air temperature and moisture levels and produce finer, snowier, crystals.

Mr Clulow said that the £4.3 million centre, with two drag lifts and a T-bar, had its own glacier, made from alumina oxide and frozen water. It would work like a natural glacier, keeping the snow in pristine condition while evenly absorbing heat. It would help to cut the size and use of the refrigeration system, making the centre cost effective.

Work on the centre is expected to begin soon and to be completed by next summer. Mr Clulow said he had plans for bigger centres, including one in Scotland.

Ashford's Real Snow Centre
How it may look

Red-blue-green run

Moguls

Nursery slope

Snow gun

Lifts

Bowling alley

Cinema

Man-made glacier



Cooling down: Frances Bufield, top, and Elizabeth Harrison tobogganing at Snowmec's demonstration room in Telford yesterday

Inspector urges police to treat public as customers

BY RICHARD FORD, HOME CORRESPONDENT

THE police must change their attitude towards the public as part of a cultural revolution throughout the service aimed at maintaining support, the chief inspector of constabulary said yesterday.

A series of miscarriages of justice linked to IRA violence and the service's failure to clear up crime had probably banished forever the "Dixon of Dock Green" image of the police, he said.

Police may never again regain their post-war status as a national institution and they should recognise that public faith in the service had been severely shaken by causes *éclatées* such as the Birmingham Six and Guildford Four cases, Sir John Woodcock said in his annual report.

The police service would have to undergo "fundamental organisational and cultural

change" to maintain and strengthen the support of the public. His 1991 report said that the nature and outcome of everyday contact between police and the public was at the heart of the present unease about the service. The cultural change in the service had to involve viewing the public as customers and meeting their demands.

Too many senior officers saw the importance of their role in the police as doing the job rather than providing the service that the community wanted. Sir John said: "The abusing husband, the foul drunk, the lager lout and the belligerent square are customers, different but equally as much customers as the victims of crime, the frightened child, the tourist asking the time.

The police had to be much more answerable and open

to the public as the

and the present shift system.

Picture of a violent society

BY OUR HOME CORRESPONDENT

POLICE in England and Wales dealt with 43 incidents every minute for eight hours and 54 officers were assaulted in the same period, according to a police survey.

Four murders, seven rapes and 112 cases of arson took place during the first snapshot survey designed to show the public the scale of the task confronting police daily.

Sir John Woodcock, chief inspector of constabulary, claimed that the thuggery scarring the European soccer championships in Sweden was an everyday occurrence on the streets of Britain. "When trouble bubbles up in Sweden it is not an aberration, it is a transference of incidents which happen here on a daily basis," he said.

During the eight hours from 8pm on Friday February 7 to 8am the next day, police attended 20,932 incidents, including 4,458 of police disorder ranging from 50 incidents of violent disorder and affray and 3,000 general disturbances in the street. There were 745

assaults including 502 serious, domestic and indecent assaults, 1,478 traffic incidents, with 108 road traffic accidents causing six deaths and personal injury. There were 4,421 crimes against property.

Almost 30 per cent of the incidents resulted from 999 calls and, as an indication that the police remain to some extent an arm of the social services, almost half of all the incidents were in an-

swer to burglar alarms, domestic disputes and from people feeling alarmed or worried.

During the eight-hour period, there were 2,750 arrests and 54 officers were assaulted, according to the survey published in the chief inspector of constabulary's annual report for last year. Sir John said that the survey showed the nature of incidents that ordinary policemen dealt with on a daily basis.

The "joyriding" disturbances in Cardiff, Oxford and Newcastle upon Tyne had hit the headlines but many similar incidents went unnoticed. "This is the so-called peace and tranquillity of society," he added.

Although he said that the figures were alarming, Sir John conceded that society had always been violent and that a more balanced picture would have emerged if the survey had been carried out over a number of days rather than a Friday night which was usually busier than other evenings.

The number of officers from ethnic minority communities has risen from 558 in 1986 to 1,016 last year but Sir John said that there was a need for continued effort to ensure officers from those communities were recruited and retained.

The report said that while the number of police officers with degrees was six per cent, there was some evidence that the number of graduates entering the service was decreasing and that steps would have to be taken to reverse the trend.

Forty police officers in Sheffield are to wear name badges as an experiment to improve relations with the public. If it is successful the rectangular metal badges will be issued to all 4,000 officers.

Her Majesty's Chief Inspector of Constabulary annual report 1991 (Stationery Office: £13.70)

It also showed that while the number of women in the police service had increased, with 25 per cent of all appointments last year being women officers, the number who left during the year was significantly higher than male colleagues.

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He said that she had also been diagnosed as suffering from a condition where "white corpuscles are in the ascendance" and would be going into a hospital specialising in cancer treatment next week.

Timothy Workman, stipendiary magistrate, said he accepted that Hamilton had taken considerable steps to deal with her problems. The court was told that she had paid the mini-cab driver compensation for damage.



Sir John: alarmed by the survey findings

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Although he said that the figures were alarming, Sir John conceded that society had always been violent and that a more balanced picture would have emerged if the survey had been carried out over a number of days rather than a Friday night which was usually busier than other evenings.

Her Majesty's Chief Inspector of Constabulary annual report 1991 (Stationery Office: £13.70)

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Scots raise doubts on clamping

By ARTHUR LEATHLEY

THE government is to re-examine the code of conduct issued to private wheel clamping firms in the wake of the Scottish court ruling that private clamping is illegal north of the border.

The Earl of Caithness, for the government, admitted that the decision had thrown the law in England and Wales into confusion. Under pressure from peers to declare the practice illegal, Lord Caithness said the Scottish decision was being assessed but it was too early to say what action would be taken by English and Welsh courts.

Lord Montagu of Beaufort asked whether it was time for a code of conduct or law to restrict firms. Lord Caithness said that there was already a code of conduct which would be looked at again in the light of the Scottish decision.

As clamping was subject to common law, rather than statute, it remained for the courts to clarify the law. Lord Caithness added that, as usual, the Scottish law had shown the way and it may be the case that England and Wales would follow.

Lamont steadies City nerve over Europe

By NICHOLAS WOOD, POLITICAL CORRESPONDENT

THE Chancellor of the Exchequer sought to steady the markets in advance of today's Irish referendum on Maastricht by insisting that government economic policy would not be blown off course by the political turmoil engulfing the treaty.

With the latest opinion polls in Dublin not entirely conclusive about a yes vote, Norman Lamont said that the fate of the treaty's plans for a single currency would not deflect the government from its commitment to the European exchange-rate mechanism, a stable currency and the pursuit of low inflation.

It was determined to achieve the economic convergence conditions set out in the treaty, whatever happened.

Mr Lamont's tough words to Surrey businessmen were also aimed at Conservative anti-marketeers, who have seized on Denmark's rejection of the treaty and the postponement of the bill ratifying the treaty to open a second front against the ERM. Predicting a "double dip" recession, they have

urged a 3-4 per cent cut in interest rates even if the price is British withdrawal from the ERM.

Mr Lamont gave them no quarter as he urged his party and businessmen to keep their nerve in the confident expectation that in two to three years they would be able to look back on a "critical period" in which the right decisions had been taken.

The political debate about the Maastricht treaty does not alter in any way either the objectives or the operation of monetary and fiscal policy in Britain. Whether or not a single currency is eventually created, there will be no change whatever in our firm determination to pursue policies that will enable us to fulfil the economic convergence conditions set out in the treaty we helped to negotiate in Maastricht," he said.

Maastricht's tight rules for inflation, long-term interest rates, successful membership of the narrow bands of the ERM and budget deficits were demanding and necessary. Governments throughout the Community would

have to pursue "sound and rigorous monetary and fiscal policies".

Sterling has weakened since the Danish vote as the markets have become fearful that British membership of the ERM could be a victim of the wave of anti-European sentiment sweeping the Tory party. Dealers have been worried that the government's resolve to hold sterling around its existing DM2.95 parity might be wavering as ministers came under pressure to cut interest rates to revive the economy. The Chancellor's chief aim last night was to scotch such speculation and demonstrate his appetite for a long haul out of the recession.

Mr Lamont said that the Maastricht conditions were an essential pre-requisite to a single currency. But they had merit in their own right. "Whether or not we decide to join a future single currency zone, low inflation and sound public finances hold the key to Britain's future."

Europe, pages 10, 11
Letters, page 15



Hong Kong's voice: Baroness Dunn, who urged Britain and China to build trust

AROUND THE LOBBY

Benn calls for EC reform

Tony Benn, the Labour MP for Chesterfield and veteran critic of the European Community, relaunched his plan for the future of Europe. He wants to enlarge the EC and turn it into a commonwealth. His Europe bill, similar to a measure he introduced in the last parliament, provides for a conference of all European states, including those of the former Eastern bloc to establish a new treaty for Europe. The measure has no chance of becoming law.

Party ballot

Labour MPs have appointed four scrutineers to oversee the party's imminent elections for the posts of chief whip and parliamentary party chairman. They include Jeff Rooker, MP for Birmingham Perry Barr, who is pressing for party elections to be scrutinised by the Electoral Reform Society after allegations of ballot rigging. The other scrutineers are MPs Richard Caborn (Sheffield Central), Peter Hain (Neath) and Alice Mahon (Halifax).

Squatters' law

The government is considering the wide range of responses to its consultation document on the law on squatting before bringing in legislation to tighten it. Michael Jack, a Home Office minister, said in a written reply.

Drugs ban

Manzies Campbell, the Liberal Democrat spokesman on sport and a former British athletics team captain, introduced a bill to ban the use of anabolic steroids. Mr Campbell, a long-time campaigner against drugs in sport, said that in the period immediately prior to the Olympic Games, it was right to remind people of the dangers of anabolic steroids.

Age memoire

Ann Widdecombe, the social security minister, issued a reminder that the period for consultation on the government paper on the equalisation of retirement ages for men and women expires at the end of the month.

MP appointed

Richard Needham, the trade minister, has appointed Andrew Rowe, MP for Mid Kent, as his parliamentary private secretary.

Parliament today

Commons (2.30): Questions: Home Office: prime minister. Motion on Northern Ireland expenditure. Lords (3): Non-Domestic Rating bill, all stages. Dog Control and Welfare bill, second reading.

Plea to end mistrust on colony

By ARTHUR LEATHLEY

ONE of Hong Kong's most prominent politicians pleaded with Britain and China yesterday to put aside mutual mistrust to remove the uncertainty surrounding the colony's future.

Baroness Dunn, a senior member of the Hong Kong executive council, who as Dame Lydia Dunn played a central role in Sino-British dialogue, said that the relationship between the two countries was of critical importance during the transition from British to Chinese control.

Speaking in a Lords debate on the development of Hong Kong and South China, Baroness Dunn said that, since the joint declaration on the colony, the relationship between the two countries had "become one of suspicion and mistrust".

"Without trust, every suggestion by China will be interpreted as unwarranted interference in Britain's administration. Without trust every initiative by the British side will be interpreted as a devious ploy to maintain hidden control over Hong Kong after 1997."

She warned Britain against seeing its role as simply an "honourable and successful withdrawal" from the colony by 1997. "It is only by having a clear view of Hong Kong after 1997 that the remaining years of transition can be successfully completed."

Lord MacLehose of Beoch, a former governor of Hong Kong, said that, three years after the Tiananmen Square killings, it was time to heal the wounds and to take steps to re-establish the working relationship of the 1970s and 1980s.

Ministers pressed on County Hall bid

By NICHOLAS WOOD, POLITICAL CORRESPONDENT

MINISTERS came under pressure yesterday in the Commons to rehouse the London School of Economics in the vacant County Hall building alongside the Thames.

The London Residuary Body, which is disposing of the assets of the former Greater London Council, plans to sell the main part of the building to a Japanese hotel chain for an estimated £50-£60 million. But a cross-party group of MPs is pressing Michael Howard, the environment minister, to accept a rival bid from the LSE, which wants to move from its cramped quarters near the Aldwych.

Nearly 80 MPs from the three main parties have signed a Commons motion urging the government to delay the sale to Shirayama pending an examination of the LSE bid.

Tony Banks, Labour MP for Newham North West, told John Redwood, the local government minister, it would be a great shame if one of the country's premier academic institutions were to be overlooked in favour of a "cheap-jack Japanese hotel group".

Mr Banks said that the LSE wanted to use all of

County Hall and not just the prized Riverside building.

Mr Redwood confirmed that the LSE had expressed an interest in County Hall and promised a decision soon.

The law requires that the best possible price should be obtained for asset disposals and the money channelled to the London boroughs, but it gives Mr Howard the power to over-ride this obligation.

Tony Jessel, Tory MP for Twickenham, said the building should go to the highest bidder for the benefit of the boroughs.

Sir Rhodes Boyson, a former local government minister and MP for Brent North, said later that the LSE's existing buildings were a "stun" and that it would boost Britain's prestige around the world if it were moved to the County Hall site. He said that about 60 per cent of the LSE's students were postgraduates and that about half came from abroad. After completing their studies, many took up influential posts in politics and industry in their home countries.

Because County Hall had been designed for committee work, it could readily accommodate lectures and seminars.

DAY AFTER DAY



Total Recall*



Memphis Belle*



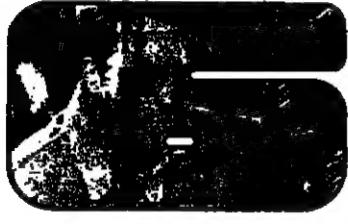
Die Hard II*



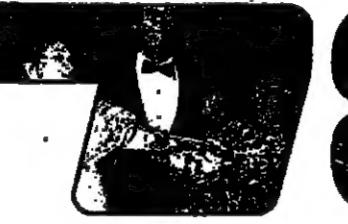
Shirley Valentine*



Highlander*



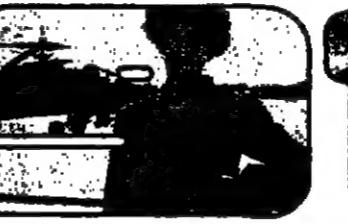
Arachnophobia*



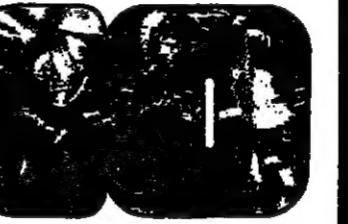
She Devil*



Gremlins 2*



Wings of the Apache*



Casualties of War*



Home Alone*



Ghost*



Look Who's Talking



The Abyss*



Parenthood*



Dead Calm*



Rambo III*



Goodfellas*



Air America*



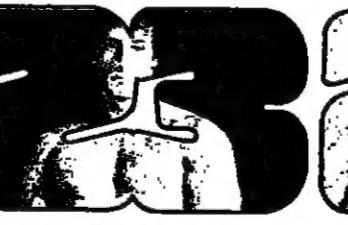
Internal Affairs*



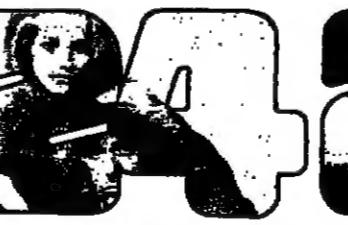
Black Rain*



Another 48 Hours*



Rocky*



Sea of Love*



Scarface*



Conan the Destroyer*



Reversal of Fortune*



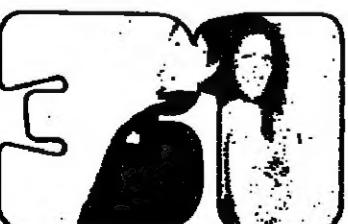
The Fabulous Baker Boys*



Born on the 4th of July*



In Bed with Madonna*



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Britons reveal their doubts on almost all aspects of the EC

By NICHOLAS WOOD
POLITICAL CORRESPONDENT

THE British public is deeply sceptical of the European Community, according to an opinion poll carried out across the 12 member states by Mori for *The European* newspaper.

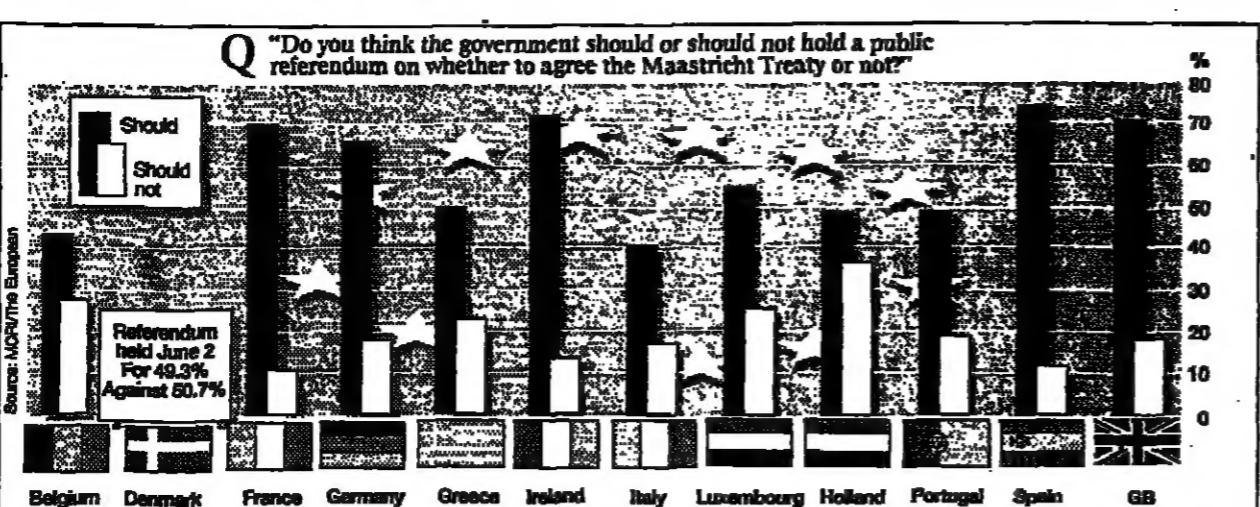
Britain has the smallest majority in favour of staying in the EC, claims to know the least about the Maastricht treaty, and is most heavily in favour of a referendum among those countries not having one. It is also most strongly against a single currency and among those with the least enthusiasm for Jacques Delors, the president of the EC.

The findings of the survey, exposing deep pockets of concern about the European venture throughout the Community, will give British and other political leaders pause for thought as they prepare for next week's Lisbon summit, which will seek to chart a way forward for the Community after Denmark's rejection of the Maastricht treaty.

John Major appears to have the most to do in rallying public opinion. According to the survey, 53 per cent of Britons are in favour of staying in the Community and 32 per cent want to get out.

This net approval rating of plus 21 per cent is the lowest among the 12 member states. It is well behind the plus 73 per cent recorded in Luxembourg, 69 per cent in Italy, 68 per cent in Germany and 67 per cent in Holland. Even Denmark has a net approval rating of 51 per cent.

A similar though slightly smaller level of ignorance about Maastricht is found throughout the Community.



lowest after Britain. Ignoring don't knows of 15 per cent, the survey suggests that the public is split 2:1 in favour of staying in the EC, with 62 per cent in favour and 38 per cent against.

Backing for the Community is lower than in the 1975 referendum when the vote was 67 per cent in favour of staying in and 33 per cent against. Since then Labour has come into line with the other two main parties in endorsing the Community, but this shift has not been reflected in the public mood.

British people claim to know least about the Maastricht treaty, with 40 per cent admitting that they have heard of it but that they know nothing about it. A further 8 per cent have not heard of it. Overall, a startling 83 per cent say that they are largely in the dark about its contents.

Nor could the prime minister be sure of winning such a vote today if he gave ground. Mori finds that 35 per cent of people would vote for ratification of Maastricht and 30 per cent

against. An additional 35 per cent of the population are undecided, suggesting that the quality of the campaigns in any such contest would be decisive. The net approval rating of plus 5 per cent in favour of ratification in Britain is much lower than in other EC states, where it ranges from plus 20 per cent in Ireland to plus 38 per cent in Holland.

Renegotiation of the treaty, a move opposed by the British government and the other 11, including the Danish, appears to offer a way out of the present impasse, according to the survey. The Danes are strongly against a second referendum if the treaty is unchanged. However, if it is revised, presumably taking account of their objections, opinion switches, with 55 per cent saying there should be a second referendum.

If a vote were held on a renegotiated treaty, 44 per cent of Danes would vote for ratification and 17 per cent

would oppose it. A further 39 per cent were undecided. Holding a second referendum on an unchanged treaty would produce a narrow majority against ratification on today's figures.

The poll suggests that the prime minister was right to reserve judgment on a single currency. It finds that 55 per cent of the British are opposed to scrapping the pound and 28 per cent in favour, a net approval rating of minus 27 per cent, the EC's lowest.

However, Mr Major is not the only European leader with difficulties over a single currency. Chancellor Kohl also faces an uphill struggle in seeking to persuade his fellow Germans to give up the mark. They register a net approval rating of minus 15 per cent, showing only a little more enthusiasm than the Danes with minus 19 per cent. Elsewhere in the Community there is solid backing for a single currency, with net support ranging from plus 18 per cent in Holland to plus 54 per cent in devaluation-prone Italy.

Jacques Delors, the president of the European Commission, emerges as a rather more popular figure than his demonic image in Britain might suggest. On this side of the Channel a small plurality believe he is doing a good job, with his supporters outnumbering his detractors by 4 per cent. Only the Danes give him the thumbs down, with a net approval rating of minus 4 per cent.

M Delors is most popular in his home country of France, where he has a net approval rating of plus 49 per cent, a finding that will encourage his hopes of succeeding François Mitterrand as president in 1995. Elsewhere, his rating ranges from plus 10 per cent in Greece to plus 42 per cent in Luxembourg. If, as expected, the Lisbon summit reappoints him for another two years, it will have the backing of the people of Europe.

The survey was carried out by Mori for *The European* by interviewing a sample of about 500 adults in each country by telephone (face to face in Ireland and Greece) between June 10 and 13, using local polling organisations in each EC member state.



Delors: emerged as fairly popular overall



Strings attached: David Andrews, Irish foreign minister, campaigning in Dublin yesterday for a yes vote on the ratification of Maastricht

Ireland prepares to trade faith for a place in Europe

By EDWARD GORMAN, IRELAND CORRESPONDENT

LIKE millions of other elderly farming people across the EC from southern Italy to the wilds of the west of Ireland, Seamus Moore is frankly bewildered by the whole Maastricht business.

He comes from a generation that either fought in wars of national liberation or was reared on the stories of those who did, and he is still deeply suspicious of reassurances that 1992 is the right time to throw in his lot with his former enemies.

Seamus, who farms 70 acres for his invalid sister, has lived all his life in the tiny former copper-mining village of Avoca, deep in the luscious green co. Wicklow countryside — a world apart from even Dublin, just an hour away by car, let alone Brussels or Maastricht.

In fact, by yesterday, even though he had made up his mind which way he was going to vote in today's referendum, he still hadn't heard the word Maastricht itself.

For Seamus, the proud owner of two brood mares, Gorgeous Girl and Demon Lady, the key issue is not the economic or political benefits that European union can bring to the poorer countries of the EC like Ireland, but the dreaded business of abortion — something he fears with an almost irrational intensity.

"You don't mind me saying this to you if I'm not being rude," he explained, pausing to chat sitting on his moped on his way back from the

the same time, be opening the door to that which it has outlawed.

The latest poll published in yesterday's *Irish Times* showed a slight narrowing of the gap between the two sides, but still a comfortable majority for the "yes" campaign by a margin of about 60-40, with 49 per cent in favour, 28 per cent opposed and 23 per cent still undecided.

While no one in Ireland would be foolish enough to regard the referendum as a foregone conclusion, it looks very unlikely that the treaty will be defeated, suggesting that the Irish are thinking of their pockets a little more than their religion.

A decisive factor has been the united front put up by the four main political parties, which has helped to convince people like Seamus not only that the abortion question will be dealt with later in the year, but also that Ireland simply cannot afford a "no" vote.

"We'd all be going to the Dickens, if we voted no," he said.

And Seamus is beginning to come round to the idea of a new united Europe. "You have to live with your neighbour," he said. "When you go out in the morning you say 'Good morning' and 'How are you keeping' and all this racket, don't you? You have to love everybody," he added. "You can't live a bitter life can you now?"

Slovaks prepare for split

ree condon...

going Dutch

Bulgarian

European legislation committee (Sheila Gunn writes)

After nine years as chairman, Mr Speaker, a leading anti-EC campaigner and Labour MP for Newham South, was voted out of office in a heated 90-minute private session. The committee defeated Jimmy Hood, Labour MP for Clydesdale, the new chairman, by 15 votes to two.

Mr Speaker's two votes were cast by himself and William Cash, the Conservative MP for Stafford and another Euro-sceptic. Mr Speaker chaired the British and common market campaign from 1977 to 1983, when he took over the committee which scrutinised new laws coming out of Brussels.

His downfall was mainly at the hands of an alliance of Euro-enthusiast Tory and Labour MPs, including Hugh Dykes and Alan Haselhurst. Mr Hood described himself as "pro-European, but not blindly."

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Major to take citizen's charter abroad

By ROBIN OAKLEY, POLITICAL EDITOR

JOHN Major yesterday accepted a suggestion by Conservative MEPs that he should seek to spread the ideals of the citizen's charter in Europe.

The prime minister told them at a Downing Street meeting that he would follow up their call for use of the charter in making the European Community less of a centralised bureaucracy and encouraging it to show more concern for the needs of the individual citizen.

The MEPs offered Mr Major support in seeking to carry through the Maastricht treaty, which would increase the powers of the European parliament in overseeing Commission officials.

Sir Christopher Prout, leader of the Tory MEPs, said after the meeting that the prime minister was "anxious" that the feelings of the Danes should be taken into consideration following their referendum and had told the

MEPs that it was not his intention to "bulldoze" through the Maastricht treaty.

Although the MEPs concede that the centre of gravity on European issues within the Conservative party has shifted following the Danish referendum, Sir Christopher said that this had not created difficulties for the MEPs. Their relations with Westminster colleagues were better than they were three or four years ago.

Following their meeting, the Conservative MEPs now expect the government to adopt a wait-and-see policy on the Maastricht treaty until well after the French referendum in September. But they are clearly hoping that the 11 other countries will go ahead with ratification, "putting pressure on the Danes."

"If everybody else has ratified," said Sir Christopher, "then you are looking at a train that's leaving the station

Kohl tells Denmark to ratify treaty or quit EC

FROM IAN MURRAY IN BONN

HELMUT Kohl issued a thinly veiled ultimatum yesterday either to ratify the Maastricht treaty or leave the European Community. In a statement to the Bundestag before next week's Lisbon EC summit, the German chancellor insisted that the Danish government must say, quickly and clearly, what its intentions were.

He made plain that, whether or not Denmark joined in the other EC members must press on or risk Europe splitting "dangerously apart" through "destructive nationalism". The door to Europe, an union stays open for Denmark. However, Denmark must tell its partners in the EC, in good time and clearly, what it wants. I recognise that, if Denmark finally decides to stay out, it will pose difficult legal questions. What is now crucial is that we, together with our partners, make our political will clear that we intend to ratify and put into force the Maastricht treaty as planned."

The opposition Social Democrats (SPD) confirmed during yesterday's debate that they would vote to ratify the treaty in the Bundestag. Although legalistic difficulties remain before the Bundestag, the upper house, gives necessary support to the treaty, the chancellor seemed confident that Germany will ratify it on time, despite growing public opposition.

Failure by political leaders to respond to the public was vehemently condemned by

Richard von Weizsäcker, the federal president, in a forthright interview published yesterday by *Die Zeit*. "When you read in the constitution that political parties function by the will of the people and compare that with what actually happens, it brings hot tears to the eyes of some and makes the rest of us see red," he said.

Perhaps in part at the president's prompting, Herr Kohl showed in the Bundestag yesterday that he was conscious of the anti-EC feeling growing rapidly in Germany. After largely ignoring public opinion at Maastricht by pushing ahead with monetary union, he gave a warning yesterday that the Community must issue "an unmistakable rejection of a centralised Europe, of a bureaucratic Moloch".

Seeking to reassure those worried about loss of sovereignty, he insisted that "a future European union is certainly no melting pot in which national identities disappear. It is much more a common roof under which we Germans, French and Italians live. Only this is Europe viable, only thus will it be accepted by our citizens, only thus does it have a future."

• **Parliament:** The French Senate yesterday approved constitutional changes clearing the way for a single European currency by 1999 and a common foreign, security and visa policy. Communist senators voted against the bill that will make the national constitution conform to the Maastricht treaty. The vote, by 192 votes to 117, was comfortable but much closer than the 398 votes to 77 in the National Assembly on May 13. (AFP)

• **Party broadside:** France's Communist party daily *L'Humanité* published the entire text of the Maastricht treaty yesterday in an effort to deter readers from supporting closer European union. (Reuters)

Diary, page 14
Letters, page 15

News in brief

Slovaks prepare for split

FROM GERALD DAVIES
IN PRAGUE

in minister, campaigning in

ratification of Maastricht

S to trade in Europe

RESPONDENT

the same time, he opens the door to that which is

outlawed.

The latest poll published yesterday's *Irish Times* showed a slight narrowing of the gap between the two sides, but still a comfortable majority for the "yes" campaign by a margin of about 60-40, with 49 per cent in favour, 28 per cent opposed and 23 per cent still undecided.

While no one in Ireland would be foolish enough to regard the referendum as a foregone conclusion, it looks very unlikely that the result will be dictated, suggesting that the Irish are thinking of their pockets a little more than their religion.

Slovakia could take its first step towards independence before the end of the week, according to insiders, after a decision by the Czech leadership to let it go before the constitutional debate wrecks both republics' economies and threatens unrest.

The state bank announced yesterday that the value of federal government bonds had plummeted by 10 per cent because of international uncertainty over the future of the federation. President Haas has given his blessing to a peaceful divorce after the complete breakdown of talks in the 12 days since the elections.

Free condoms

Paris: The French authorities, alarmed at the high AIDS toll, will distribute nearly a quarter of a million condoms free in 300 popular discothèques during the summer months, the health ministry said. (Reuters)

Going Dutch

San Francisco: US Windpower, a Californian company, has sold 80 high-tech windmills to the Dutch in a deal worth £15 million. Combined, the windmills will generate enough power for 20,000 households. (Reuters)

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EUROPEAN NEWS

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Missing, but presumed alive

Boris Yeltsin has fired America's guilt over its lost GIs, says Ben Macintyre

Boris Yeltsin has touched the rawest nerve in the American psyche with his "acknowledgment", after years of denials by Moscow, that American prisoners from the Vietnam war may have been taken to labour camps in the Soviet Union. "Some", he says, "may still be alive."

If that is true, it is an extraordinary vindication of those who for two decades have maintained that American MIAs (servicemen Missing In Action) are still alive; if, as some suspect, it is a cynical attempt to curry favour with Congress, then Yeltsin will join the long list of those who have sought to make profit out of the most divisive issue in American history since the civil war.

America needs to believe in the existence of Vietnam POWs: for many of those who fought the issue is a permanent indictment of a government that sent them to a futile war and whose successors, they say, abandoned them.

Almost twenty years after America's withdrawal from Vietnam, the wounds from

the war that wasn't won" still purr still. This fact of American political life has been capitalised upon by Ross Perot, whose espousal of the unusable MIA cause has done more than anything else to endear him to the American heartland. The same sentiments came close to scuppering the candidacy of Bill Clinton when it

was revealed that as a young man he decided not to go to war, and their mournful shadow has cast over each of the five presidencies since the war ended. By comparison, the scrapping of the world's most potent nuclear weapons holds but passing relevance for most Americans.

At his inauguration, President Bush spoke of the end of the Vietnam war era: now, with Yeltsin's explosive statements before him, he is talking of "going the last mile" to discover whether POWs are still alive in Russia. Malcolm Toon, former ambassador to the Soviet Union and now American head of a joint Russian-US panel on POWs and MIAs, was immediately ordered to Moscow to follow up the claims.

The war's legacy of bitterness continues to focus on the fate of the 2,266 American servicemen in Vietnam still officially unaccounted for. Half of these are known to be dead, but until physical remains are found they remain, like the war itself, vivid and haunting spectres.

No hard evidence has ever been found to prove that POWs are being held in the former Soviet Union, or anywhere in South-east Asia, yet some 80 per cent of the American public — fed on film mythology — believe that Vietnam-era soldiers are being held, and most states in the union observe annual MIA days. It is among these people that Sylvester Stallone, Ross Perot and now, perhaps, Boris Yeltsin, have gathered supporters. After years of

campaigning to persuade successive governments to address the issue of the MIAs, (officially the government's "number one priority", but traditionally treated with rhetoric rather than action), Ross Perot can only benefit from the question's dramatic re-emergence. "Full accountability", a practical impossibility, is the phrase used to block the restoration of full diplomatic and economic relations between America and Vietnam; it is also the moral cudgel used by Ross Perot and others to batter the administration.

But Boris Yeltsin may come to regret rekindling this emotive issue. Senator John McCain has already said the talks on a massive aid package to Russia should be suspended until "a complete accounting" is made of Americans alleged in Soviet captivity.

According to the Pentagon, 8,100 military personnel from the Korean war and 78,750 from the second world war are unaccounted for. Mr Yeltsin has also said that a further nine planes were shot down over Soviet territory in the 1950s, and that at least 12 crewmen, taken to camps or psychiatric hospitals, may still be alive.

This appears to confirm the findings last year of a committee under Senator John F. Kerry which concluded that American POWs, as well as 20,000 British or Commonwealth prisoners, disappeared into the gulags after 1945. While the number of US servicemen missing from the Vietnam war is small by the standards of 20th-century conflict, that campaign has a special quality. America barely conceded a battle in Vietnam, but lost the war. Unlike the war in the Gulf, there were no celebrations, no homecoming and so no proper end to the pain.

Last July, a photograph came to light purporting to show three of those still missing in Vietnam, and the response was immediate and emotional. It proved to be a cruel hoax, but this served merely to reinforce the myth.

Mr Yeltsin has released no names and no files, even for the most specific cases. If conclusive evidence does emerge — and still more if servicemen return home — it will justify the deep-seated if essentially irrational conviction of many Americans. It may help put Ross Perot in the White House, and, as a crucial epilogue to the cold war, accelerate aid to Russia, bolstering Mr Yeltsin's power and credibility.

But if these hopes are dashed again, the episode may earn Mr Yeltsin a place among the cynical manipulators of the MIA mystery, not so far removed from those Vietnamese who make a living forging military dog-tags to sell to wondering families in the US. Yet it seems nothing can dent America's obsessive determination to believe that POWs are still held, somewhere.

As Dwight Eisenhower observed: "War settles nothing." But then again, neither does peace.

Until the servicemen's physical remains are found, they continue to be vivid and haunting spectres



...and moreover

CRAIG BROWN

A month ago, I was sitting in an upstairs room at the Athenaeum in Bury St Edmunds waiting to go on stage for a Radio 4 literary quiz, wondering why on earth I had ever accepted the invitation.

I am a relative newcomer to the radio quiz, but I was surprised to note that two of my fellow contestants, Katharine Whitehorn and Irina Kurtz, though far more adept than I, seemed every bit as anxious, pacing up and down, nervously reading through notes, wishing like me, that they had never said yes. The third contestant, Germaine Greer, may also have been a little jittery. Certainly that would be the most pleasant explanation for her sudden announcement half an hour before the show that, actually, she thought she couldn't be bothered to go on to this silly little quiz after all, she thought she would go home now, she had better things to do, a decision from which she relented only after a minute or two of sympathetic purring from the rest of us. Needless to say, onstage you couldn't have met a more easy-going person, by the end of the show even going so far as to clap the audience while they were clapping her — what one might call the quid pro quo from a quiz show pro.

I am never much good on radio. After the last time I was on Radio 4's *Start the Week*, I received a thank-you letter from the producer which ended with a burst of indignation that I

As the party begins its inquest on the election, Jack Cunningham points a finger of blame

When the election came Labour was well prepared. We were probably better organised than ever before. We had the best chance to win power since the early 1960s, although the psephologists told us it would need a record-breaking performance. It is typical of some commentators that, having told us we could not do it, they are now lambasting us for not winning.

Labour morale was good. Our key seat strategy had been well prepared and was very positively received in the constituencies. The structure of the campaign was based on policy decisions the party had taken over several years. Its aims were to present Labour's economic and industrial case and competence, and to promote our policies on health, education and training. The final week's strategy, based on "it's time for change — it's time for Labour" themes reviewed our key ideas.

Labour's campaign was widely praised. It largely withstood the heavy blow to be expected in any general election. Labour's budget was a considerable success. Its taxation proposals were the unavoidable consequence of policy decisions about pensions, and child benefit taken more than two years earlier and endorsed

Why Labour lost

throughout the party. Whether that was the best method and timescale for such vital decisions is open to question. What cannot be contradicted is that Labour having endorsed those commitments, John Smith had to explain how they would be financed.

From late 1989 regular reports on campaign plans were made to the shadow cabinet, the campaign strategy committee, and the NEC. It is unacceptable for people who were members of one, two and in some cases all those bodies to start criticising now decisions they had every opportunity to question and amend at the time.

Some discussion has focused on the health service election broadcast row, the Sheffield rally and electoral reform as reasons for loss of support. The media and political row about the health broadcast, premeditated or not, did allow the Tories and their press allies to deflect the debate. Yet Labour support seemed to consolidate afterwards. We were temporarily deflected but not disastrously so. I also believe criticism

of the Sheffield rally has been overstated. It enthused many thousands of Labour workers, and boosted morale at a critical time in the campaign. It did not, however, play well on television but I do not think it did fundamental damage.

Voters were much more worried by the prospect of a hung parliament than electoral reform. The majority wanted a clear outcome. Media concentration on that issue was not of Labour's making. Our call was for a definite mandate for Neil Kinnock.

Neil himself had an excellent campaign. He repeatedly demonstrated clear, concise grasp of the issues, was outstanding in the service television and radio interviews. His personal ratings rose throughout the campaign, despite an unprecedented daily barrage of abuse and hysteria in the Tory tabloids. I have no doubt those papers did affect the outcome.

Throughout the campaign, Labour headquarters was inundated with messages of support and goodwill. We received more than £2 million in donations from

all over Britain, overwhelmingly in small personal contributions.

From beginning to end, the campaign was under political control. It is absurd to suggest otherwise or to accuse advisers, whether paid or volunteer, of "taking over". Philip Gould, Patricia Hewitt and Clive Hollick have been wrongly blamed and regrettably abused in the press. I testify to their dedicated commitment to the successful working of our campaign. Their acceptance of the disciplines and demands of the campaign management team was absolute. For politicians or party officials to seek to make scapegoats of people who gave their time, expertise and political judgement to the party free not only for the duration of the campaign but for months before, is deplorable.

The years of policy review, planning and preparation appeared to be bearing fruit. Yet the Tory vote remained resilient in spite of a widely criticised — even derided — campaign. There was a late swing to the Conservatives. Our private polling showed that

support was slipping away from us and the Liberals in the last five days. Why did this happen?

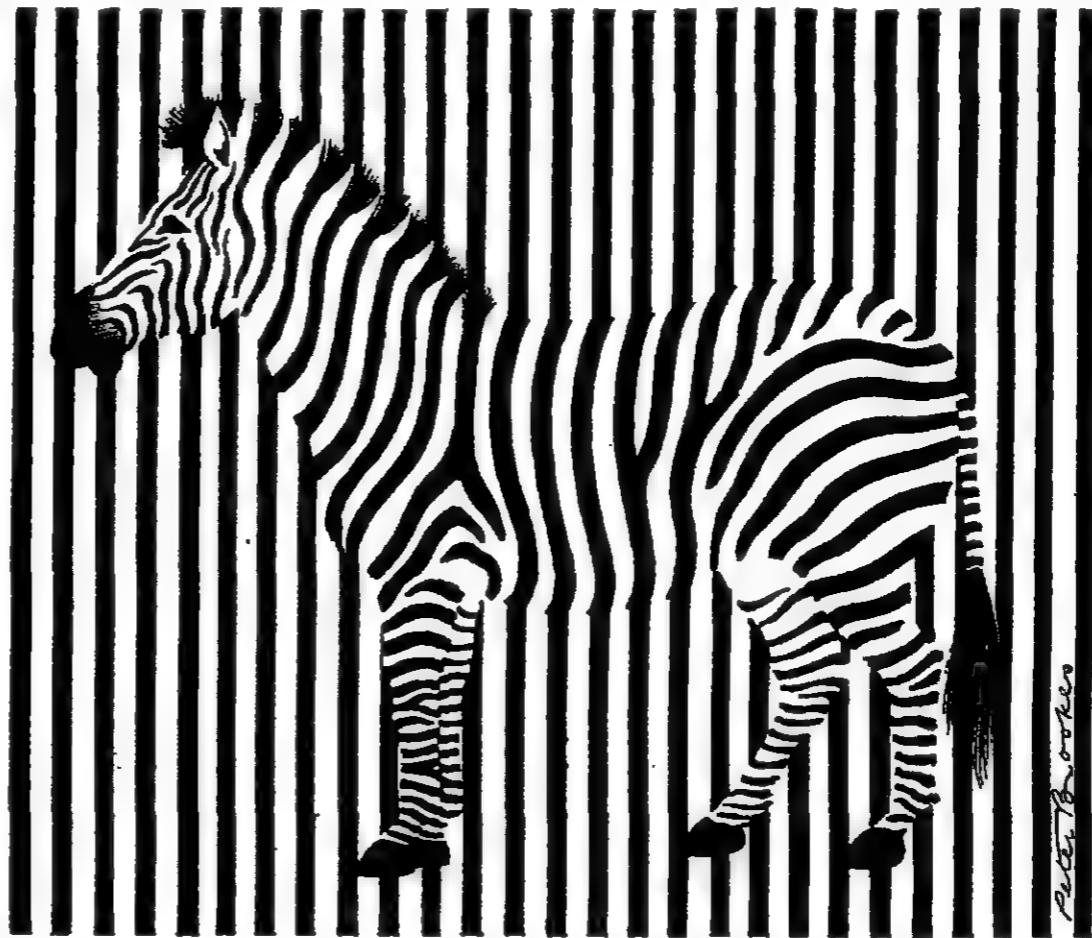
People had taken a long time to decide. Their judgment fell against Labour due not to any single reason, policy or person. In the end, Labour appeared to be too much of a risk. Fears about recession, unemployment, home loans, tax, the unions, extremism, a hung parliament and uncertainty all led people to vote Conservative. Our party, our policies and our campaign, based on better hopes for the future of Britain and our people, did not create the confidence necessary to convince voters.

We must look far beyond the campaign to deal with our defeat. The roots of that lack of confidence lie in the nature of the party, our history and public attitudes to it. Labour must make the economic, sociological — indeed cultural — changes necessary to regain contact with and the trust of many more voters. At every level of the party, reform is essential. The national executive committee should now begin to formulate those changes.

The author, who is MP for Copeland, was Labour's campaign co-ordinator.

Where the wild things were

Daniel Johnson on the disappearing world of the zoo



nism, a figure whose attitude to the largest mammal is intentionally depicted as pathological.

At about the same date, the philosopher Arthur Schopenhauer was writing passionately about the essential identity of man and beast in his *Parerga et Paralipomena*.

The ability to feel compassion for animals, he thought, was perhaps the most important test of our humanity, and its elevation to a religious doctrine was the measure of Buddhism's superiority over Christianity. He raged against the habitual cruelty of continental Europeans towards animals, and praised the British for having tried to prevent it with a royal society.

the RSPCA. The progenitor of philosophical pessimism cared more for his poodle than for mankind. Despite his admiration for natural science in general and for zoology in particular, he thought vivisection not merely evil, but devilish.

Such views spread rapidly during the age of empire. Contemporaries as various as Shaw and Kafka became vegetarians, and the progress of science fuelled the desire to preserve animals and to improve their status. The intensive study of chimpanzees in the Canary Islands by the founder of Gestalt psychology, Wolfgang Köhler, during the first world war

showed how individual the primates are in their mental responses. Apes are less intelligent than human beings but solve simple problems in much the same way. This was only one example of the kind of research that turned brute beasts back into sacred cows.

One side-effect of this process was that zoos became more peripheral to zoology. There was nothing new about studying animals in their natural habitats, of course: Darwin had done so, and long before him Linnaeus, Alexander von Humboldt and other pioneering students of the natural world. But most research was carried out on animals in captivity.

By the early 1950s, London Zoo was beginning to lose visitors inexorably, and now that the zoo has abandoned its losing battle against public opinion, perhaps we shall be sorry. One section of society certainly will. Children, who naturally make common cause with animals against the bossy adult world, will not thank us for this collective pomposity.



forget you. It's a bit like the song "She's Leaving Home".

Playwright Alan Bleasdale agrees. "That's Liverpool for you. There was great animosity towards Paul McCartney when he left Liverpool, matched only by the animosity towards Jimmy Tarbuck when he stayed." But he says, McCartney should be grateful the city is not rolling out the red carpet. "I think when the full horror of being 50 hits you, you should just stay home and have a good cry."



happens in their absence the theatre will revive *Hamlet* for the first time in nearly 20 years. In the last production it often seemed that the whole menagerie had waited all evening before bellowing just as the Prince of Denmark declared "The rest is silence".

Title track

LONDON TRANSPORT is clearly in the vanguard of the classless society. It refuses to recognise a knight of the shires and his lady even when they come to town and board the local route-master, as Sir James and Lady Scott-Hopkins have just discovered. Sir James, a Tory Euro-MP, and his wife recently applied for pensioners' free travel passes. When the passes arrived, the pair had been reduced to plain Mr and Mrs Scott-Hopkins.

All cards are pre-printed with an "M..." explains LT, allowing only such titles as Mr, Mrs or Ms. So if the Queen Mother ever applies for a bus pass she will presumably appear as Mrs Windsor — or Ma'am.

The territorial dispute between India and Kashmir was not the only subject of discussion yesterday in Downing Street between John Major and the Pakistani prime minister, Mian Nawaz Sharif. Within minutes, the talk had turned to the equally urgent matter of today's England versus Pakistan Test match at Lord's. "They were discussing bilateral matters, which I cannot deny included the Test match prospects," says an aide. "They last met on the cricket pitch at the Commonwealth summit in Harare — playing for the same team. Diaries permitting, the two hope to pursue their bilateral discussions in the Lord's pavilion later today."

No, no, no

AMONG those hoping for a no vote in the Irish referendum today is the Duke of Devonshire. The duke, who normally stays above politics but has in the past given money to the Bruges Group, is to attend a contentious conference on the future of Europe after Maastricht next month at the Reform Club, alongside, among others, Nicholas Ridley. Clearly buoyed by the Danish vote, the Duke, speaking from Chatsworth yesterday, said: "The Bruges Group seems to have been revived just in time to influence the Maastricht debate, and I am considering further financial support."

Yet Britain's anti-federalists have been prevented from intervening directly in the Irish referendum by the complication of the abortion issue. Patrick Robertson, the founder of the Bruges Group, was forced to cancel his trip to Ireland this week to present a £25,000 cheque to the Irish no campaigners. The donation came from a British businessman, but Robertson says: "After much agonising, it was felt that the Bruges Group could not become associated with what was also a moral issue bound up with the political one. Reluctantly that forced us to sit this one out."

The £25,000 cheque will now be switched to British support for the French no campaign in the autumn, in which Robertson and his allies expect to play a full and active part.

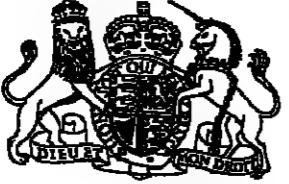
Robertson, who recently returned from an unsuccessful attempt at a business career in Switzerland, is enjoying the resumption of his old role. "The Danes have made me respectable at long last," he says. "I had grown used to

being the *enfant terrible*." He has lost none of his old flair for publicity, either. Robertson has also lined up for the conference the delicious spectacle of Andrew Neil and Sir Peregrine Worsthorne sharing a platform.

• Paddy Ashdown's staff are taking a close interest in the Labour leadership election. At least two of them have received ballot papers, and one Liberal Democrat MP has already cast his vote in the contest. And the Lib Dem ticket? A unanimous if not entirely altruistic vote for Gould and Prescott.

WHILE Beatlemania breaks out once again all over Britain in honour of Paul McCartney's 50th birthday today, he is not being feted in his home town. Even York is staging a Beatles exhibition, and the Queen has sent a birthday cheque for his music school. Yet a spokesman for Liverpool city council seemed unaware of the occasion. "I don't think the council has planned to do anything."

Beryl Bainbridge, a fellow scouser who affectionately remembers John Lennon babysitting for her children, says it is sour grapes. "Paul left Liverpool a long time ago, and once you've gone, they



COURT CIRCULAR

WINDSOR CASTLE
June 17: The Queen, with the Duke of Edinburgh, attended the Ascot Races with her presence.

BUCKINGHAM PALACE
June 17: The Duke of York this evening attended the Royal Mid-Surrey Golf Club Centenary Dinner, Old Deer Park, Twickenham Road, Richmond, Surrey.

Captain Neil Blair RN was in attendance.

BUCKINGHAM PALACE
June 17: The Prince, this morning unveiled the first two bays of the Globe Theatre, Bankside, and subsequently attended a Luncheon in support of the Shakespeare Globe Trust at the Glaziers' Hall, Southwark, London SE1.

Lieutenant Colonel Sean O'Dwyer was in attendance.

BUCKINGHAM PALACE
June 17: The Princess Royal, President, Save the Children Fund, this morning visited the London Gypsy and Traveller Unit, Grandson Avenue, Hackney, London E8.

Her Royal Highness, Master, Womble Company of Lovers, this afternoon attended a Trade Links and Finance Committee Meeting, Alexandra Court, Guildford, London E2.

The Princess Royal, President, Royal Yachting Association, afterwards attended a meeting of the Council at the Royal Thames Yacht Club, Knightsbridge, London SW1.

Her Royal Highness, Master, Missions to Seamen, this evening attended a fund-raising dinner on board HMS *Victory* at Portsmouth, and was received by Admiral Sir Anthony Morton (Deputy Lieutenant of Hampshire).

The Countess of Lichfield was in attendance.

YORK HOUSE

ST JAMES'S PALACE

June 17: The Duke of Kent, Vice-Chairman of the British Overseas Trade Board, this afternoon attended Edition Limited, Bankhead Avenue, Edinburgh.

Captain the Hon Tom Cole was in attendance.

The Duchess of Kent this afternoon visited Oxford Citizens Housing Association Limited, Newell Farm, St Asaph, and was received by Her Majesty's Lord-Lieutenant for the Shire Ashley Ponsonby.

Her Royal Highness, Patron of Age Concern, last night attended the 'Drop in' Concert in Waddington and then opened the Judges' Ride, Hall, North Stoke, Oxfordshire.

Mrs Peter Troughton was in attendance.

THATCHED HOUSE LODGE

RICHMOND PARK

June 17: Princess Alexandra, Colonel-in-Chief of the King's Own Royal Border Regiment, this afternoon received Major-General R J Hodges, Colonel of the Regiment, Lieutenant-Colonel T Jarvis-Bicknell upon relinquishing command of the 1st Battalion and Lieutenant-Colonel D N J Flynn on assuming this appointment.

Her Royal Highness and Sir Angus Ogilvy later attended a Gala Evening in support of the London International String Quartet Competition at Middle Temple Hall, London EC4.

The Lady Nicholas Gordon Lennox was in attendance.

Latest wills

Mr John Edward Brownlow, of Farnham, Surrey, left estate valued at £271,533 net. Bequests included: £20,000 each to the Samaritans, and "the Lord Treloar's Hospice", Alton, £10,000 each to the Church Housing Trust, the Macmillan Nurses Fund, Salvation Army, Phyllis Tuckwell Hospice, Farnham, Children's Society and the Bognor Hospice for the Terminally Ill. Half the residue "to two locally active mentally or physically handicapped children" as his executors shall choose at his absolute discretion.

Yvonne Cornick, of London NW8, left estate valued at £479,504 net. After personal bequests of £16,000 she left the residue to the Royal College of Surgeons, to be used for a research fellowship in the name of her father Louis Alexander.

Mrs Emily Georgina Pennell, of Fifeham, West Sussex, left estate valued at £534,420 net. She left all her silver and Chinese ornaments and objects d'art to the British Museum, and the residue to the Disunited Beneficent Aid Association, desiring her executors to use it for general relief.

Mrs Margaret Richardson, of Tintwistle, Derbyshire, left estate valued at £163,408 net. She left

her entire estate equally between the Christie Hospital, Manchester, for cancer research, and the Royal Society for Nature Conservation.

Mr Norman John Stephens, of Farnborough, Hampshire, retired civil engineer, left estate valued at £591,232 net. After personal bequests he left 3/4 of the residue to the National Children's Home, and 1/10th of the residue for the purposes of North Camp Methodist Church, Farnborough.

Mr Jack Austin Taylor, of Haywards Heath, West Sussex, who died intestate, left estate valued at £562,710 net.

Other estates include (net before tax paid):

Mrs Margaret Bamister, of Rainhill, Merseyside.....£591,532

Mr Frederick Bradford, of London NW8.....£829,884

Mr David John Parry-Crooke, of Folkestone, Kent.....£197,455

Mrs Anne Maud De Quincey of Narberth, Dyfed.....£540,334

Mr John Francis Erdine, of London S3.....£562,741

Mrs Joyce Violetta Fenton, of West Bridgford, Nottinghamshire.....£641,787

Appointments

Miss Rosalind Savill, assistant to the director of the Wallace Collection, to be director in succession to Mr John Ingamells.

Mr Paul Mostyn to be a district judge at the Cambridge, Bedford, Milton Keynes, Reading and Slough County Courts and the district registry of the High Court at Cambridge, Bedford, Milton Keynes and Reading.

Mr Arthur Cacc, of the Duke of Westminster, President of Arthritis Care, presided at the annual meeting held yesterday at South Glamorgan County Hall, Cardiff. Dr Deindeen Hine, Chief Medical Officer at the Welsh Office, was the guest speaker. Mr Christopher Brockbank, chairman, and Mr Robert Pearce, treasurer, also spoke.

Meeting

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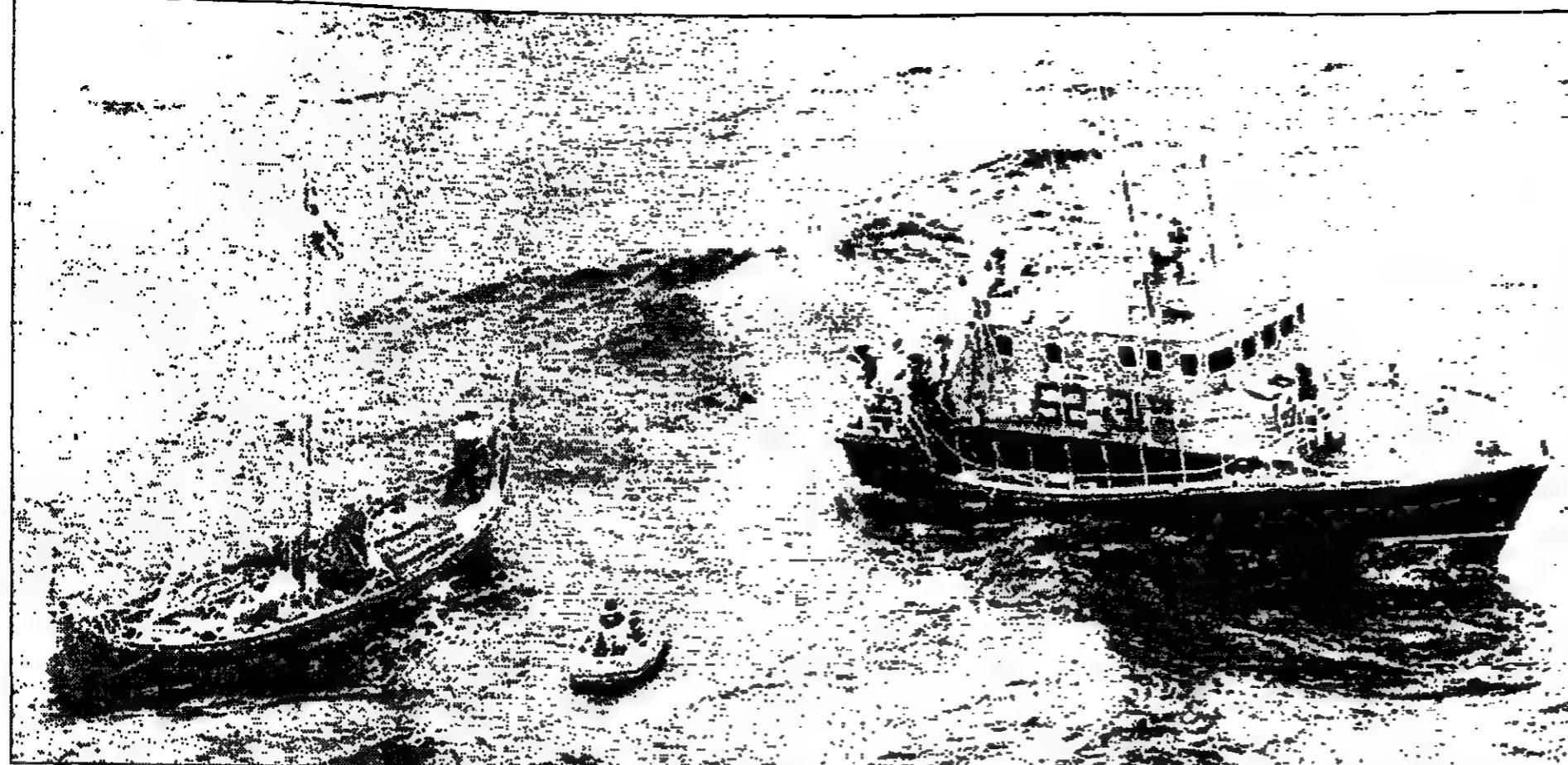
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Voyage's end: the Stromness lifeboat rescuing the last of the replica Celtic longboat's crew 50 miles off the Scottish coast. Below, the boat setting off on its journey

Longboat crew is rescued

BY KERRY GILL

NINE crew members of a replica 12th century Celtic longboat, which ran into difficulties in gale-force winds northeast of the Outer Hebrides, were rescued yesterday. The crew of the Aileach were only days into what was to have been a 400-mile voyage to the Faroes.

A 16-foot swell forced rescuers to ferry the crew in pairs by inflatable dinghy to a lifeboat from Stromness, Orkney, that had set out on the

rescue mission after the longboat radioed for help. John Griffiths, the district controller of Shetland coastguards, who co-ordinated the rescue, said the Aileach had suffered problems with its rudder. A coastguard helicopter and the fishery protection vessel, Sulisker, stood by during the six-hour rescue.

The longboat set off from Loch Moidart, on the Scottish west coast, last week. She sailed north to Loch Gairloch

before crossing the Minch to Shetland from where she set sail for Orkney early on Tuesday. The Aileach was to have traced the ancient trading routes of the sea kingdom once ruled by the MacDonald clan. Using longboat sailing and navigation skills, the crew hoped to help research into Scotland's medieval history.

The venture was described as "stupid" by the pilot of the coastguard helicopter.



Sceptics attack ERM

Continued from page 1

spell out the implications of the greater "subsidiarity" promised, leaving more decisions to national and local governments, was one of the options being considered.

As the Irish approached their referendum today on the treaty, opinion polls showed support for ratification running at around 3.2 in favour. A Mori poll taken late last week for today's *The European* measured support at 49 per cent in favour of ratification, 29 per cent against and 22 per cent undecided. In a poll for the *Irish Times* published yesterday, 49 per cent of those questioned were in

favour of ratifying the treaty, 28 per cent were against, and 23 per cent undecided.

In Bonn, Helmut Kohl, the chancellor, insisted that the Danish government must either ratify the treaty, despite the recent "no" vote in the Danish referendum, or leave the EC. He said the EC could not be just "a loose free-trade area or internal market". Only a strong European union could prevent a relapse into destructive nationalism.

Tory pulses race, page 9
Irish vote, page 10
Kohl ultimatum, page 11
Letters, page 15
Comment, page 23

Regent's Park zoo to close in September

Continued from page 1

age minister, said closing London zoo would bring to an end "a great tradition", but insisted that the government could no longer go on bailing it out. "The stark fact is that visitor numbers have fallen by 30 per cent this year and the zoo cannot break even," he said.

"In the 1980s the government provided £25 million of support, ending with a financial endowment of £10 million in 1988. As landlord, it provides the park site at a peppercorn rent and will now be discussing with the Zoological Society of London what will happen to the site."

Opposition MPs demand

an enquiry into the zoo's closure. Simon Hughes, Liberal Democrat MP for Southwark and Bermondsey, called on Michael Howard, the environment secretary, to hold urgent talks with the Zoological Society to ensure that animals would not be put down. If necessary, funds should be guaranteed to move the animals to other wildlife parks.

Old-style zoos were a thing of the past, he said. "The sight of wild animals behind bars is no longer appealing to children or their parents."

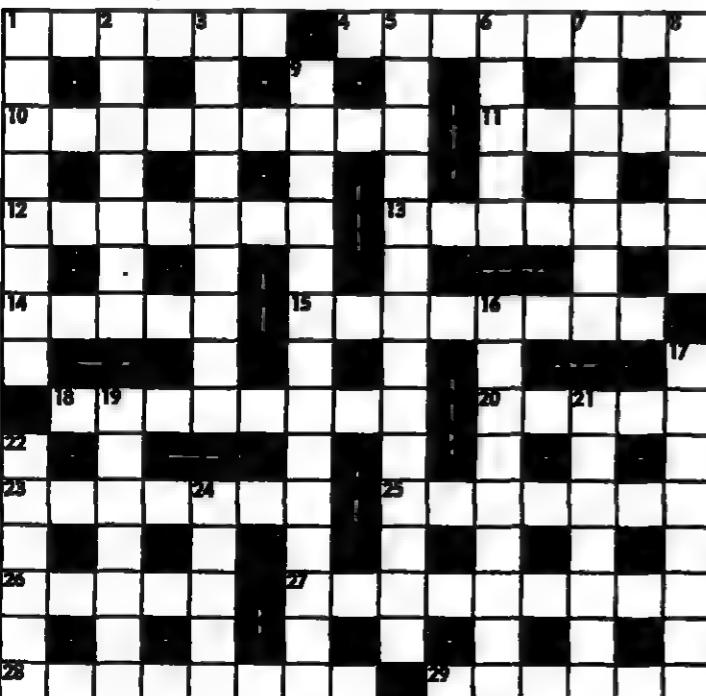
Bryan Gould, shadow environment secretary, said the decision would damage

London tourism. "This is not a decision taken by conservationists, scientists or animal lovers, but by a government of mean-minded accountants who cannot even see the damage that will be done to London's tourist economy by this decision," he said.

Zoo Check, which campaigns against the inhumane side of zoos, said there was a positive aspect to the closure. Will Travers, its chairman, said: "The zoo has been going for a century and a half and it has reached the end of its natural, or unnatural, life."

Disappearing world, page 14
Leading article, page 15

THE TIMES CROSSWORD NO 18,948



WORD WATCHING

By Philip Howard

TRAMONTANE
A type of coarse goat's cheese
b. Foreign, barbarous, uncouth
c. The double cross of Lorraine
FINEWED
a. Completed, exhausted, flaked
b. Moody and musty
c. Having married money
CHARETTE
a. A form of feudal land tenure
b. A cart or chariot
c. A firewood stool
OUTROOPER
a. An auctioneer
b. An advance guard
c. A supplementary foresail

Answers on page 16

For the latest AA traffic and roadwork information, 24 hours a day, dial 0856 401 followed by the appropriate code.

C, London (within N & 5 Circs) ... 731
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SAMSON ET DALILA Place20
Donizetti's magnificent as the doomed hero in Elībās Moshkov's scarry of the Saint-Saëns opera. Oleg Kozhukhin makes an outstanding Royal Opera debut as Dalila. Mark Elder conducts. Royal Opera House, Covent Garden, London WC2 071-240 1066, 7.30pm.

OPERA FACTORY: David Freeman's production of *Clown* (Conrad's *Clown*) is impressive. The company has an impressive range of Monteverdi operas. Marie Angel takes the leading role. Jamie Kelly is Octavia. Freeman's earlier production, *The Return of Ulysses*, can be seen at the Coliseum tomorrow. Queen Elizabeth Hall, South Bank, SE1 071-238 8600, 7pm.

THE SOUND OF MUSIC: After being a smash in the West End for nearly a decade, *The Sound of Music* returns in a new Wendy Tyrone production which has already extenuated the regions. The Rodgers and Hammerstein show will be the box-off record for an American musical in the West End. Among the do-re-mi choruses will be: *Do-Re-Mi*, *My Favorite Things* by Julie Andrews, and *Christopher Columbus* as Captain von Trapp. Sadler's Wells, Rosemary Lane, London EC1 071-278 8916, previews tonight-Sat, 7.30pm, mats today, Sat, 2.30pm, opens June 22.

JOHN McLAUGHLIN AND KATIA LABEQUE: The influential jazz guitarist team up with classical pianist, Katia Labéque, to provide music full of hybrid vigor. Festival Hall, London SE1 021-972 8800, tonight, 7.30pm, Town Hall, Birmingham 021-236 2392, tomorrow, 8pm.

ASPECTS OF LOVE: Sustained by the wit of Libby Webster's popular success before a national tour. Prince of Wales, Coventry Street, W1 0171-597 5972 Mon-Sat, 7.30pm, mats Wed, 8pm.

THE BLUE ANGEL: Kelly Hummer and Philip Madoc in Trevor Nunn's incendiary staging: angel of desire becomes the demon of destruction. Globe, Shaftesbury Avenue, WC1 071-494 50851 Mon-Sat, 7.30pm, mats Wed, Sat, 8pm, 10.30pm.

BEATLES: John Alderson's *Apple* - John's recording career and the band's long run for relevance. Geraldine James and Paul Freeman now join Michael Byrne. *Death of a Salesman*, St Martin's Lane, WC2 071-494 50851 Mon-Sat, 8pm, mats Tues, 8pm, Sat, 8pm, 10.30pm.

DEARIA: Amyng Porter 3 years on. Oberon's most popular and when not in a vacuum, Peter Egan seems too good-natured to be the Angry Old Man. Comedy, Pantomime, 10.30pm, 11.30pm, Mon-Sat, 7.45pm, mats Tues, 7pm, 8pm, 10.30pm.

THE FASTEST CLOCK IN THE UNIVERSE: Ancestral black farce by Philip Reddy, with characters named Footrot, Darling and Sherbet Gravel. Hampshire, Swiss Cottage Centre, NW3 071-722 9301. Mon-Sat, 8pm, mat. Sat, 8pm, 10.30pm.

THE GHOST SONATA: Strindberg's vision of human nature becomes a macabre study of grotesqueness in this Study Barrings production. New End, 27 New End, NW3 071-794 0022. Tues-Sat, 7.30pm, mat Sat, 4pm, 120mins.

HEARTBREAK HOUSE: Paul Scofield and Vanessa Redgrave head Trevor Nunn's cast in this Shaw's trademark of English drama. Theatre Royal, Haymarket, SW1 071-930 8800. Mon-Sat, 7.30pm, mats Wed, Sat, 2.30pm, 2.25mins, Final week.

IN THE MIDNIGHT HOUR: Ancestral black farce of evolution of the iconic Southern soul man. Young Vic, 68 The Cut, SE1 071-928 6263. Mon-Sat, 7.30pm, mat Sat, 2.30pm, 105mins.

NEW RELEASES

JOHNNY SUDE: Ugly urban farce about a lone innocent (Brad Pitt) in a world of white dreams hopelessly as a pop star. Tom DiCillo directs. Camden Place 071-485 2443.

CHASE: John 071-351 3742/3743 Gate 071-494 50851 Mon-Sat, 8pm, 10.30pm, 11.30pm, 12.30am.

COULD I PLEASE HAVE IT: San Francisco designer Michael Douglas and ice-ped-murder suspect Sharon Stone ride a sordid psycho-sexual rollercoaster. Director, Paul Verhoeven. *Barbarella* (071-592 5722) MGM Christie 071-352 50931 MGM Pictures 071-930 06311 MGM 930 06311 MGM Pictures Avenue 071-836 6248/79/79 (7025) MGM Theatre 071-737 5705 Colgate Kensington (0426 914665) West End, 27 New End, WC1 071-792 3321.

CURRENT

THE ADJUSTER: Adam Egon's usual tale of voyeurism, fantasy and displaced persons: usually seduced but hollow. Elton Koush, Anoush Kharjani, Meena Koush. 10pm, 11.30pm.

BASIC INN: San Francisco designer Michael Douglas and ice-ped-murder suspect Sharon Stone ride a sordid psycho-sexual rollercoaster. Director, Paul Verhoeven. *Barbarella* (071-592 5722) MGM Christie 071-352 50931 MGM Pictures 071-930 06311 MGM 930 06311 MGM Pictures Avenue 071-836 6248/79/79 (7025) MGM Theatre 071-737 5705 Colgate Kensington (0426 914665) West End, 27 New End, WC1 071-792 3321.

STRETCH TALK: Dolly Parton as a charm Arkansas divorcee who comes to town and hits the big time masquerading as a radio psychologist. Directed by Barret Kellman. *October* Kensington 071-494 50851 West End, 27 New End, WC1 071-792 3321.

THE HAND THAT ROCKS THE CRADLE (15): Psychoc-nanny (Rebecca De Mornay) wrecks revenge on a squeaky-clean family. Formula thriller

TODAY'S EVENTS

A daily guide to arts and entertainment compiled by Kari Knight

JEAN TOUSSAINT: Familiar to many from his four year stint with Art Blakey & The Jazz Messengers, this energetic and exciting 20-year-old jazzman teams with Peter King and the Jason Redello Band on *The Wolf*, Manchester 061-832 0625, 8.30pm.

RAMBERT DANCE COMPANY: Richard Alston is a director committed to presenting new work and his London season offers six premieres, including his own *Car's Eye* and *Stabbing Blues*. Saturday sees the world premiere of a new work by Merce Cunningham, the first time the elder statesman of American modern dance has created a piece for a British company. Royal Festival Hall, London WC2 071-494 5090, tonight-Sat, 7.30pm.

ROMEO AND JULIET: Michael Maloney and Cleve Holman smitten by love and destiny. David Leveaux's production, said to be an hour shorter than its 1987 Stratford version, opens at the Royal Shakespeare Company, Swan, Stratford-upon-Avon, 071-384 5000, Thurs-Sat, 2pm, 5.30pm, Sun, 2.30-5.30pm, until September 25.

METAMORPHOSIS: Following a successful West Midlands tour, Birmingham Rep revives its production of *Metamorphosis*, a play on a subject of much public debate, as the misunderstanding is given in Steven Berkoff's dark-humoured adaptation. Theatre Royal, Royal Parade, Plymouth 0752 267 2222, tonight-Sat, 7.45pm, Sat, 2.45pm, 8pm.

SEX & SEPARATIONS: Sondra Channing recreates her role as the rich New York transfigured by a black con artist in John Guare's fine play, a recent Broadway success.

THEATRE GUIDE

Jeremy Kingston's assessment of theatre showing in London

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Cinema New Releases: David Robinson on Jean-Jacques Annaud's *The Lover*, plus *Paradise, Autobus* and *Stone Cold*

In bed with an ingénue

The fact that *The Lover* (L'Amant; 18, Haymarket and Shaftesbury Avenue and MGM Trocadero) is one of the most successful European films of the year is, presumably, not entirely a tribute to Jean-Jacques Annaud's courage in adapting Marguerite Duras's subtle, Goncourt Prize-winning novel to the screen. The film's huge commercial appeal is, no doubt, mainly due to its five sequences — a total of 20 minutes — of tasteful erotica.

The erotica is integral to the original book, whose core is the heroine's discovery of her sexuality through a passionate, physical, doomed love affair. The story appears to be autobiographical. The dates and places and circumstances coincide with Duras's own life, so we are invited to suppose that the personal and intimate story is hers as well.

The setting is French colonial Indo-China at the end of the Twentieth century. The young girl (the main characters have no names) is 15 years old. Her disastrous family are castaway colonists. She alternates between pity and contempt for her neurotic widowed mother, who absent-mindedly runs a village school and dismisses her daughter's ambitions to be a writer. The girl hates her cruel, decadent, cocaine-doped elder brother, as much as she loves the weak and weepy younger one.

On the ferry to Saigon, returning to boarding school, she meets a rich and attractive young Chinese. With her inquisitive encouragement, he initiates her into sex and becomes her lover and protector. Her family willingly compromise moral and racial objections for the sake of the financial benefits the liaison brings.

Annaud and his scriptwriter Gerard Brach approach the text with reverence, getting as much of the book as possible into two hours. They emphasise that this is a writer's

narrative. The film opens with a hand writing and closes with a scene of Duras herself at work in her study. Her own words, spoken by the smoke-filled voice of Jeanne Moreau, provide an intermittent commentary to the story.

The translation from page to picture, from the intellectual address of the word to the instant emotional appeal of the image, inevitably changes the emphasis. In the novel the love story is only one element in a family history that stretches backwards and forwards in time, shaped by the frightful loneliness of serving in outposts up-country, stranded and checkered stretches of rice, fear, madness, fever and oblivion.

In the film, the love story is the

essential narrative, with the family and the place as background. Subtle changes strengthen the story: the arranged marriage forced on the Chinese now happens before the girl leaves Indo-China, providing not only a picture-postcard set-piece but also a motive for her leaving.

The adaptation has still its own integrity. Annaud (whose films include *Quest for Fire* and *The Name of the Rose*) is good at detail of behaviour and décor. He has caught the killing monotony of the rainy season in those up-country outposts, the tempest life of Saigon that hums outside the shuttered windows of the gloomy *goupons* where the lovers have their daily encounters.

The essence of the family is caught in a nightmare dinner scene, when the lover plays host to the family. Mother falls asleep, the brothers gorge and giggle, and all of them — even the girl — wilfully humiliate the wretched Chinese by ignoring him completely.

The erotica, the beautiful brown young bodies lovingly observed as they writhe in the cool shadows on bright white sheets, is never gratuitous. The shifts of mood from



Crucial meeting on a Vietnamese ferry: Jane March (foreground) and Tony Leung (centre rear) in *The Lover*

tender to violent and vengeful are essential to the narrative, though the British Board of Film Classification must have had qualms over sex scenes involving a 15-year-old girl, and an actress who looks that young, even if she is not.

A Franco-British co-production. *The Lover* was made (and shown in France) in English. Only two of the cast speak with their own voices. The lead actress, Jane March, is a former model from Middlesex. She perfectly looks the part of Duras's unformed adolescent, in her sack dress, man's fedora and absurd high-heeled party shoes; and Annaud cleverly uses the natural awkwardness of her playing. Another model, Lisa Faulkner (Surrey this time) plays her immodest friend Hélène.

The rest of the cast are dubbed. Tony Leung, who gives the Chinese a charming, nervous dignity, is a Hong Kong star. The family are played by French stage actors Frédéric Meunier and Meilie Poupaud. Dubbing unfortunately produces unnatural intonations and unvoiced phrasing. The extreme

oddity this produces in much of the performance is compounded by some clumsy bits of translation in the dialogue.

No doubt *The Lover* will soon be remade by Hollywood, the fate of most French successes. The latest instance is Jean-Loup Hubert's *Le Grand Chemin*, which, now called *Paradise* (12, MGM Haymarket and Trocadero), is relocated in "the South Carolina wetlands".

The story — a small boy, sent to spend the summer in the country, saves a marriage that went on the rocks when the couple's baby died — becomes quite different in American hands. The French original offset its contrivances with caustic and bawdy humour. The American writer-director Mary Agnes Donoghue goes all out for sentimentality and Disneyesque rural Americans.

The message now is never to be afraid; and that the wise innocence of an infant child can make everything come right. The suffering couple are Melanie Griffiths and

Don Johnson: the solemn, elf-like child, ten-year-old Elijah Wood.

Eric Rochant, 15, *Renoir*, MGM's *Chelsea and Piccadilly* is unlikely to merit a remake. Rochant made a name with his first feature, *A World Without Pity*, about teenage dropouts. The hero of his new film is a middle-class teenager, Bruno (Yvan Attal) who shows every sign of being retarded. Determined to make an impression upon his girlfriend (who seems in no need of any such demonstration) he hijacks a school bus, complete with driver, infants and a woman teacher.

Rochant avoids the clichés of the police pursuit film, aiming instead for a hybrid of road film and comedy of character. The amateur desperado is embarrassed to find himself lectured by the no-nonsense teacher, and hero-worshipped by his smaller hostages after he invents a bed-time story about a stinky Martians.

Having set up his story, though, Rochant runs out of ideas, and only keeps the narrative mobile by unpredictable shifts of character and stunt man.

TELEVISION REVIEW

Painful subject that is out of sight but not out of mind

Child abuse investigation has come a long way in a short time. Not so many years ago this was an issue hidden from the public gaze and treated with reluctance by the police. Now it is not only in the public domain but the only real controversy surrounds not its existence but how it should be handled. That is progress of a kind, but the fact that there is still a long way to go was amply demonstrated last night.

Inside Story's film, *Evidence of Abuse* (BBC 1), took us to Kingston upon Hull. The outcome was a sensitive and at times harrowing fly-on-the-wall account of one case in an area which has the third highest incidence of child abuse in Britain. A girl of eight alleged sexual abuse by her natural father, who was living with another woman and seeing the child on visits.

The police and social workers involved were convinced that they had a case on the basis of their interviews with the child, all on videotape. Using the now-familiar methodology of gentle questioning and the use of dolls, so that the child could demonstrate what had happened to her, they put the case together.

Rodney Gilfry was a sound, up-front Guglielmo. Eirian James, encouraged to play Despina as a pert chambermaid, did so with horrible efficiency. The veteran Carlos Feller made a joyful Alfonso. An ideal recording cast?



Amanda Roocroft (left), Carlos Feller, Rosa Mannion

humankind than I, but this is really what *Cosi* is about. At the end the men acted betrayed and dishonoured, the women humiliated and tearful: the title of the opera seemed to have been taken at face value.

Yet it was in the last 20 minutes — a little late in the day — that things started to happen. The garden was wrecked by an earthquake at "Tradito, schermito," and caci invaded the sisters' *salone*: Fiordiligi shed her wig, and Ferrando declined to resume Albanian disguise for the wedding; the pair of them held hands furiously in the finale. So, they had changed, but since what they had changed from was so uninteresting, the

notion was of dubious value. The young cast sang well. The soprano sisters were Amanda Roocroft and Rosa Mannion (bright, true, slightly monochromed). The German tenor Rainer Trost (Ferrando) tilted towards the end — the role is almost as long as Siegfried — but is enormously promising, with a needle-fine technique and a succulent mezzo voice.

Rodney Gilfry was a sound, up-front Guglielmo. Eirian James, encouraged to play Despina as a pert chambermaid, did so with horrible efficiency. The veteran Carlos Feller made a joyful Alfonso. An ideal recording cast?

RODNEY MILNES

Pimlico Opera has a Peter Quin of quintessential Englishness, trying and tasting every graphically set word in a lightly sprung, crispy enunciated tenor. His summoning up of "All things strange and bold" did more than any play with lighting or mirrors, and Samuel Barber's wonderfully subtle and musical Miles was properly impressed.

Ken Holye's buxom Flora and Sarah Lefwich's Mrs Grose completed a cast as strong as the orchestral playing was sweet. With scarcely more than a baker's dozen of players, Kani made the most of every fluttering breath, shuddering bow and patterning of drumskin. This was where the Screw really turned. The final performance is tonight.

HILARY FINCH

CLASSICAL MUSIC

First and potentially foremost

Premiere Ensemble/
Wigglesworth
Queen Elizabeth Hall

tion to sustain a firm tonal foundation.

For this and Beethoven's Seventh Symphony (which began the programme) the Premiere Ensemble mustered about 40 players, almost equally divided between men and women and including several of distinctive solo calibre in both wind and strings.

Mark Wigglesworth instilled a youthful vitality into the symphony from the outset. From a bucolic clod-hop and a relaxed second movement he accelerated to a finale where some clarity of articulation was sacrificed to the momentum needed to stay travelling in the fast lane.

If anybody still thought

Schoenberg's Chamber Symphony No 1 a stodgy exercise in note-spinning, Wigglesworth's performance — with an ensemble of the requisite 15 players — was an ideal antidote. Conducting the complex single-movement from memory, he shaped its structure and purpose in a way that vividly enlivened the senses as well as satisfied the intellect.

Social workers think not.

One, Ray Walker, said that the court system "seems designed to crush the child". If so, it should be changed. But how to change it to protect the right of a defendant to have an accuser properly cross-examined?

Child abuse, pending an outcome from the Orkney inquiry, is not at present in the social workers' argument. Last night's film demonstrated that perhaps it should be. There are important issues here not best addressed in the hurriedly produced *Medea*.

PETER BARNARD



Diana Rigg set to appear as Medea at the Almeida

Another classical *femme fatale*, the title role of Euripides' *Medea*, is lined up this September, when Rigg stars in a production by Jonathan Kent using a new translation by Alastair Eliot.

Royal Dominion

FOR the first time the Dominion Theatre in Tottenham Court Road, London, will be used for a Royal Variety Performance. The show, on December 7, will be attended by the Prince and Princess of Wales and televised by the BBC. Apollo Leisure and the Nederlander Organisation, owners of the Dominion and producers of the musical *Grand Hotel* which opens there next week, have recently spent £2 million on a complete refurbishment of the 1929 theatre.

Turner again

JUNE 30 is the closing date for entries to this year's Turner Prize: £20,000 to be awarded to a British artist under 50 who has mounted an "outstanding exhibition" in the last year. The jury, chaired by Nicholas Serota, director of the Tate, will announce its choice on November 24, with short-listed candidates being exhibited at the Tate from November 4 to 29.

Last chance

THE curtain comes down this weekend on English National Opera's season, with performances of Graham Vick's production of *Madam Butterfly* (tonight), David Freeman's powerful staging of *The Return of Ulysses* (tomorrow), and finally Benjamin Luxon in the title role of Verdi's *Falstaff*, magnificently conducted by Mark Elder (Saturday). All performances at the Coliseum (071-833 3101).



Pimlico Opera, under its founder-director Waski Kani, has made quite a name for itself in performing in unusual settings. There has already been a fully-staged *Faust* in St John's, Smith Square, a *Sweeney Todd* in HM Prison, Wormwood Scrubs. Rumour has it that Kani has his sights set on a building site next, in the manner perhaps of Michael Clarke's King's Cross project.

For Britten's *The Turn of the Screw*, though, they settled for the limited but near-conventional space of the Lilian Baylis Theatre, at Sadler's Wells. The transformation had to come from the heart of the performance itself: no external circumstances were there to help. A small stage and minimal sets can do wonders for this most musical

Less than spooky

The Turn of the Screw
Lilian Baylis

ly spare and dramatically concentrated of operas: Kent Opera's white box of a set in Sadler's Wells main house; Aldeburgh's tiny, bare staging; past successes spring readily to mind.

Here, though, producer-designer Jonathan Cocker fails to capitalise on the emotional and spiritual claustrophobia of this nasty little tale. This is one of the least spooky productions I recall. It is partly a physical problem: without a pit, the band are a brightly lit presence throughout. And Cocker has catered for props which are, albeit dotty, carried on and off during each of Britten's or

super-sensitive, though, this production makes up for in a powerfully drawn sextet of relationships and in high musical finesse. Ingrid Atrott's Governess is young, girlish and movingly bewildered as she watches the ceremony of her own innocence being well and truly drowned. But, from the start, her voice has a hint of steel at its well-focused core. Her fight with Miss Jessel (Anne O'Neill) for possession of the children becomes suddenly chilling.

In Richard Edgar Wilson,

HILARY FINCH

The solicitous instrumental colouring around the voice, more than the vocal writing itself, put me in mind of Britten, with similar use of harmonic weight and direction.

NOEL GOODWIN

How to be an aristo on a shoestring

Alice Thomson finds that an Englishman's home can be a château

PASSPORT TO

FRANCE

Franois I was the first Loire château junkie. Accompanied by his royal court of 12,000 he would roam the Loire valley on hunting trips, visiting as many châteaux as possible. He owned two of his own — Amboise and Blois — which he packed with books (over 80,000), surgeons, confessors, cooks and poets, all set against a backdrop of ornamental gardens.

Five hundred years later the lure of a Loire château is still as great but the asking price, let alone the running costs, would be enough to cripple most individuals financially. However, at one château on the Loire they have learnt to château on a shoestring. The six owners, all aged under 30, are not French aristocracy, establishment rock stars or supermodels — they are English home counties entrepreneurs.

Three years ago James Kent, Justin Whitfield and his brother, Ben, decided they wanted a proper château, complete with moat, turrets, hunting woods and roaming deer. "We looked at property prices in France and thought 'Why does anyone want an estate in Scotland or a rectory in Oxfordshire when they can have their own castle for half the price?'" says Mr Kent, a 28-year-old farmer from Buckinghamshire.

They bought a copy of the magazine *Demeures et Château* (France's equivalent to *Country Life*) and found an estate agency based in Brittany that dealt with large properties. The agency gave them a list of Loire châteaux for sale.

In April 1989 they set out for the French countryside with only their O-level French and a very vague idea of what they were looking for. Twenty minutes from Angers and five minutes from the Loire in the soft, hazy countryside of Anjou they found the drive of Château Du Planti.

The present château is the fourth on the same spot and its predecessors stretch back to the 12th century. Built in 1872 and designed in the style of a Henri V hunting lodge, it is rumoured to have secret passages running to the nearby village and the church.



The lure of the Loire: 19th-century château in Anjou with 12 main rooms, 37 acres, moat, pond, outbuildings and "some modern conveniences", yours for FFr 2,680,000

After a surreptitious scour around the 150 acres of grounds, taking in the lake, the walled garden, the moat, turrets and the woods, the Englishmen were convinced.

Inside there were nine double bedrooms, a large dining hall and drawing room and a games room that could hold a billiards table, darts board and card tables. More importantly, according to the estate agent, there was no dry rot, no damp and a good central heating

"I thought there would be a lot of animosity from the village and they would refuse to help us when they saw these flash kids in their sports cars wheeling and dealing," says Justin Whitfield, a 29-year-old property entrepreneur. "But they have been really friendly."

The only real setback was the notary's fees. In France a local notary (government registered solicitor and estate agent) handles property transactions, registers the land and pays the relevant taxes. His fee came to about 12 per cent of the price.

Because the notary's fees were high and the château needed restoring, the three new owners decided to get some more shareholders and, eventually, rent it out. "It costs £20,000 a year just to keep the château ticking over without any improvements, we already had a £100,000 mortgage and had also borrowed £50,000 for renovation," Mr Kent says.

"First, we wanted just one other shareholder, but then two others wanted a share so now there are six of us. Any more would be unmanageable."

Each shareholder owns a percentage of the château and they split the running costs equally. "We get on so well that we don't have any rules about who has the château when, we just pile it together," Mr Whitfield says. They have a written agreement that if they want to sell their share they will offer it to the other shareholders first and a gentleman's agreement over who else they can sell to. "If one of us marries, I think we will have to make it more watertight," Mr Kent says.

On their second visit to Château Du Planti, a month later, the young men put in an offer and, eventually, the owners sold them the château for FFr 2 million (£186,000) for August.

The first French neighbour to the new owners met was met Guy Martin. He and his wife Jeannine owned the farm next door and within half an hour they had offered to look after the gardens, arrange for a daily, do the accounts and clear out the wood — all for free.

Stephen Davies, aged 27, a friend of the Whitfields from their school days, who runs his own construction company, came down a couple of months after they bought it to advise on building work and was hooked. He took a 12.5 per cent share, flew his building team out and has spent the last two summers getting the château into shape and building a large swimming pool in the walled garden using a teach-yourself book.

"There were 15 of us getting

to work with diggers, hand-saws, excavators and paint," Mr Davies says. "We all love the French. We've got to know the lads, the French food and the local Anjou wine. One builder is now engaged to a girl from the village."

Last week "the Planti"

came second in the annual local seven-a-side football tournament. Next weekend they are importing a team of friends to see if they can beat

the village team for the first time. They play tennis free at the local club in return for playing a few matches with the club president; Gerald Raimbault (Rambo) the mayor, electrician and plumber of the village did his apprenticeship at the château 30 years ago and lends his services free in return for use of the pool.

Ben Sellars, the co-proprietor of a design consultancy and a friend of Mr Davies, became another shareholder

(he also bought a 12.5 per cent share) because he liked the idea of turning the château around and making it work.

"Being in marketing I could see its potential but it still wasn't working financially. We weren't getting enough rentals to pay for the day-to-day running," Mr Sellars says.

He took charge of the rentals, producing professional brochures and contacting holiday companies. Before the château was rented out to

friends and acquaintances. This summer it has already been booked for 20 weeks at £2,500 a week and people are beginning to book for next year. Until the château is completely restored they will try to rent it out for at least half the year. The shareholders go down in between rentals and have the château to themselves for the rest of the year.

The extra money from the rentals is beginning to finance the restoration. The inside of the château has been redecorated (with help from a girlfriend who is an interior designer). Their next plan is to stock the lake with fish. Then they want to convert the outbuildings to accommodate another 20 people and plant formal gardens. They are holding a ball for 500 locals and English friends in the autumn to raise enough money to build their own tennis court and to help fund a new playground in the local school.

There are some cautions. "If you are not near a port you have to be near an international airport, otherwise it is very difficult to rent," Mr Kent says (the château is only a half an hour's drive from Nantes airport which has direct flights to Gatwick). "Don't buy a château with no central heating or wiring or it will be a year before you can even live in it," Mr Davies advises.

A château, like a dog, is for ever. It needs constant care and attention," Mr Sellars says. "The place is addictive. When the others first bought it they just wanted to do it up and then turn it around. Now we all want to keep it for our grandchildren."

• The English agents for the château shown above, still for sale at the time of going to press, are Rutherford (tel: 071-351 4454).

'We've got to know the lads, the French food and the local Anjou wine'

system. It was just a little neglected; the half acre walled garden was impenetrable, the top floor of the four floors was boarded up and wallpaper was peeling everywhere.

On their second visit to Château Du Planti, a month later, the young men put in an offer and, eventually, the owners sold them the château for FFr 2 million (£186,000) for August.

The first French neighbour to the new owners met was Guy Martin. He and his wife Jeannine owned the farm next door and within half an hour they had offered to look after the gardens, arrange for a daily, do the accounts and clear out the wood — all for free.

Shopping is what women in Gascony do when they're not cooking. If the feminist aversion to household chores should ever extend this far, and there is not much sign of it, it will be the end of Gascon civilisation as we know it.

The women will refuse to go to market, the daily supply of fresh food will cease and McDonald's and Pizza Huts will reign unchallenged. It is just too awful to think about.

But why dwell on the self-inflicted horrors of future generations? For now, the shopkeepers and stallholders thrive in all their splendour and variety. Every small town has its market and up to midday, when everything stops for lunch, they are alive with the sounds of hard bargaining.

It is not price the Gascons worry about so much as quality. If that joint of meat looks leaner and more tender than this joint of meat, then that joint is what madame will have, no matter how forcefully le boucher argues to the contrary. In the frenzied search for the best buy, fruit is turned and fondled, vegetables are squeezed, fish is sniffed. Who would think of buying an unknown cheese without first tasting a sliver? Only the untutored English tourist, whose natural diffidence combined with an earliness to get back to the pool

earns a dismissive smirk from rural customers.

The surprise for the newcomer is how much live produce is for sale. Coquilles and escargots are to be expected but not gathered together in such claustrophobic profusion. Claws unfettered, crabs and lobsters probe for escape; snails are bundled up in plastic bags, a demi kilo at a time. Ducks and chickens are paraded in wire cages, for some reason always at ground level so that they spend their last hours peering up at the faces they are destined to feed. Pigeons, too.

There was a time when every Gascon farm had its pigeonnier, a stone tower with a conical tiled roof. The pigeons were welcomed for their eggs and their easy conversion to por

roast but more especially for their droppings which, strong in nitrates, made a powerful fertiliser. The pigeonniers in Gascony are still as common as windmills in Holland although, nowadays, they are mostly derelict. But the birds themselves are still treated with respect. Pigeons destined for the casserole can be more expensive than quail or partridge.

and to buy what needs to be fattened. Haggling is loud and incessant. It is a bit like the stock exchange but with as many squawks as shouts.

The markets come and go. The shops are open six days a week, seven in the villages where business is dependent on urgent necessities and market day after-thoughts. Service

economy and the prospect for the Dutch emigres who have set up a camping site on the edge of the village.

Nobody is served so quickly as to inhibit conversation. This requires madame to perform her duties with a flourish. The lengthiest transactions occur on Sundays or whenever there is a *jour de fête*. It is then that madame opens a second front with a counter of sticky cakes, notably *tarte aux pommes* and *tarte aux pruneaux*.

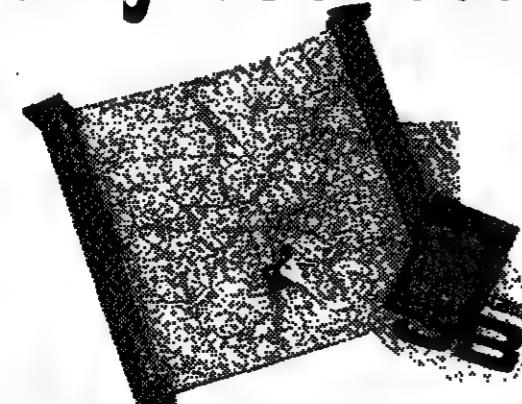
Each purchase must be placed in a carton which is then tied with pink ribbon, an exercise of such delicate elaboration that monsieur has all the time in the world to entertain the queue.

The Parisiens who come here for weekend breaks (the 400-mile journey by TGV now takes a little over three hours) have no patience with the Gascon-style of shopping. They and their urban-minded counterparts make directly for an out-of-town supermarket.

At Agen, the biggest town within a 30-mile radius, the supermarket was closed recently for a thorough refit. When it reopened, the radical change was the increase in the space given to food counters where customers could be served just as in ordinary shops. Meanwhile the Agen market, at the heart of its town and its culture, continues to thrive.

BARRY TURNER

Ferry booked!



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THE QUESTIONS

1. Name the formal garden in front of the Eiffel Tower
2. How many passengers did T.A.T. European Airlines carry in 1991? Was it a) 1.5 million b) 3 million or c) 5 million?
3. What is the name of the University of Paris?

The answers to Tuesday's questions will be given tomorrow

- The patron saint of Paris is St Geneviève, not St Denis, as given yesterday. Five new prize-winners will be chosen.

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The company's ambitions - along with its open management style - will attract candidates who have the capacity and determination to move to a more senior post in due course. The next step is to send your full career and salary details to Alan Birch at Macmillan Davies, Salisbury House, Bluecoats, Hertford, Herts. SG14 1PU. Telephone (0992) 552552, quoting reference MD3033.

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Candidates must have a technical degree, at least five years' appropriate experience in industry and ideally be under 35 years of age. They must have first-class analytical and communication skills and be self-starters. These jobs offer excellent prospects for career development and a fully competitive salary and benefits package.

Please write enclosing full CV to: Geoff Pyke, Director, Chem Systems Ltd, 28 St James's Square, London SW1Y 4JH.

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John Govett & Co. Limited, the fund management group, is seeking to fill the new post of Investment Systems Analyst. The successful applicant will preferably be aged 24-30, highly numerate and fully computer literate. A good mathematics/physics/engineering degree is essential and a post graduate qualification a significant advantage. He/she will be joining a highly motivated team working at the forefront of the development of modern investment systems.

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As members of the senior management team, you will provide significant input to formulating the overall business strategy; a flat management structure with substantial emphasis on matrix methods and cross-functional working will also enable you to contribute fully at an operational level. High degrees of accountability will be matched by the scope and freedom to use both your technical expertise and business acumen to the full.

Senior Property Finance Executive

As the team's leading specialist in this field, you will develop the financial strategy; your prime concerns will include project appraisals, negotiating joint venture partnerships and the optimal financial management of the operation as a whole.

A fully qualified accountant, ideally an ACA/FCIA, you should have extensive experience of senior-level financial management within the property sector. Knowledge of taxation and investment appraisal procedures is essential and you must be capable of establishing comprehensive financial and accounting systems from scratch. Reference: 5674/PB/ST.

Senior Development Executives

You will lead a team of Development Managers in the full life-cycle management of a significant portfolio of high-value land and property developments, from business plan to let or disposal. You will also identify – and realise – opportunities for both own-account and joint venture projects.

Professionally qualified, with a degree in a relevant technical discipline, you should have an extensive track record of managing development projects from inception to completion. Keen understanding of the property market and detailed knowledge of planning processes are both essential, as is expertise in one or more of the following: land reclamation, building design techniques, marketing, construction processes. Reference: 5675/PB/ST.

Senior Construction Executive

You will identify opportunities for major land and property development projects with particular emphasis on disadvantaged sites. Managing both a professional team and a significant portfolio of projects, you will also establish a Centre of Excellence for environmental and engineering disciplines.

Professionally qualified, with a relevant technical degree, you will have a background in major construction project management, including significant experience of land reclamation issues. Expertise in privately funded and/or joint venture agreements is desirable, along with detailed knowledge of planning processes. Reference: 5676/PB/ST.

The highly competitive rewards packages will reflect the status and challenge of the positions and each will include an excellent salary, performance-related bonus, company car, profit sharing and share scheme, and relocation assistance where appropriate.

Further Opportunities...

These senior management positions are the first of a number of new posts created by this exciting venture. There are further opportunities requiring less experienced, though equally impressive, individuals in the following areas: Development Management (Reference: 5677/PB/ST), Construction and Environmental Management (Reference: 5678/PB/ST), Information Management (Reference: 5679/PB/ST).

Please send your cv, quoting the appropriate reference, to Peter Bedford, PA Consulting Group, 123 Buckingham Palace Road, London SW1W 9SR.

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If you have the expertise to make an immediate impact, send your cv to John Hawkins, Eames-Jones-Judge, Hawkings, 29 High Street, Welwyn, Herts AL6 9EE. Telephone: 0438 840984.

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Eastern Corridor

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The core task will be to structure and manage a marketing team responsible for defining and implementing product strategy, working closely throughout with the teams involved at every point of product life cycle. A combination of fmcc and financial services experience would be ideal. Strong brand management skills are essential, as is demonstrable success in implementation.

The role calls for someone who is a visionary with both strategic and tactical abilities in addition to the interpersonal skills required to manage change through others, at all levels, in an organisation undergoing fundamental change.

Candidates will be aged c35-42, have five years' experience of leading a marketing team and are unlikely not to be graduates.

Please write enclosing full CV, quoting Ref 561, to Kate Doneghey, Whitehead Selection Ltd, 43 Welbeck Street, London W1M 7HF.

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You must be able to demonstrate previous experience of initiating, developing and launching

consumer services with a significant bottom-line impact. Almost certainly from a service sector background, you will possess proven commercial and business acumen, the ability to spot market opportunities, and be comfortable in managing change. You will probably be currently working in a marketing or commercial role, or as a consultant. Salary will be negotiable up to the figure quoted. Relocation assistance will be available, where appropriate.

To apply, please send full career details, indicating current salary, to John Todd, Ref: 5520/JT/ST, PA Consulting Group, Fountain Court, 68 Fountain Street, Manchester M2 2FE, or telephone his secretary for an application form on 061-236 4531.

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Candidates should send a comprehensive cv or telephone for an application form to Howgate Sable and Partners, Arkwright House, Personage Gardens, Manchester M3 2LF. Tel: 061-839 2000 quoting reference ST622E.

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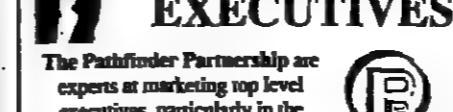
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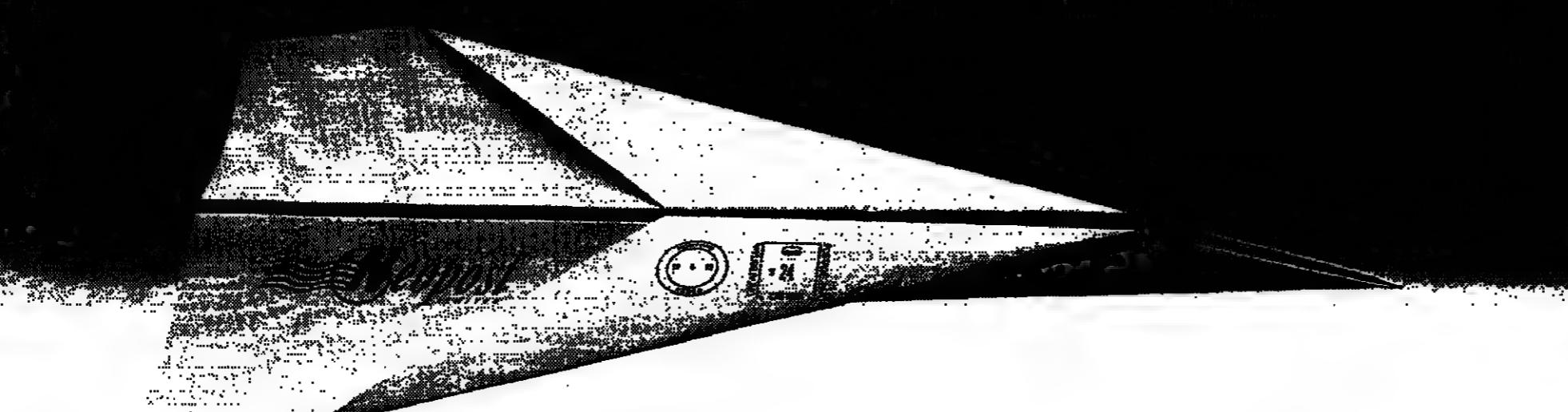
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Application forms can also be obtained by telephoning the Personnel Department on 0708 746000 between 9.00 am and 5.30 pm Monday to Friday.



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Please send your CV with full salary details to: Angela Tambini, KPMG Management Consulting, 8 Salisbury Square, London EC4Y 8BB, quoting ref. EMC692ST.

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CONSULTANTS

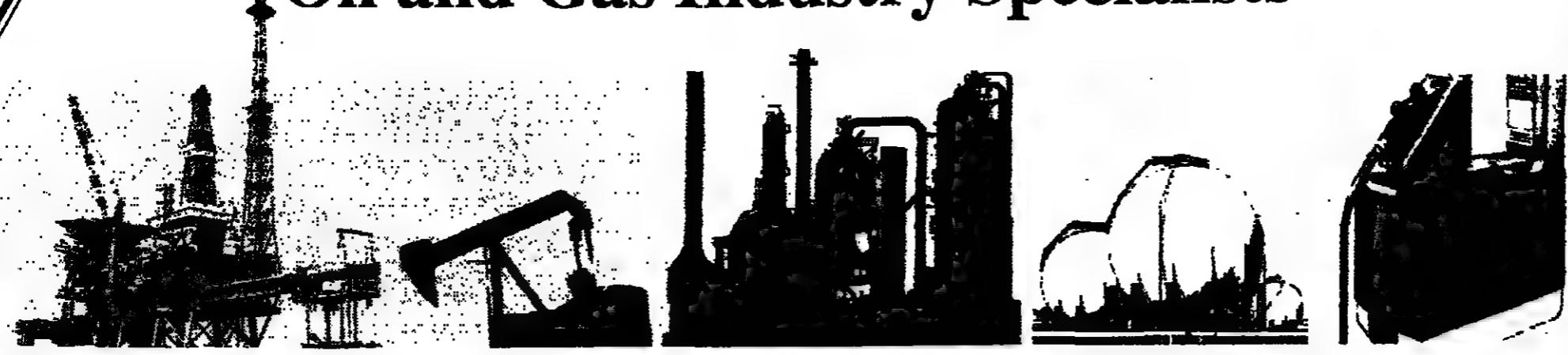
071-481 4481

EXECUTIVE OPPORTUNITIES

071-782 7826

MANAGEMENT CONSULTANCY - LONDON

Oil and Gas Industry Specialists



Success for our clients operating in the competitive oil and gas industry demands efficient, cost effective management of resources and customer-oriented products and services. Our consultants play an important role from drawing up feasibility studies to solution delivery and implementation.

The variety and scope of our involvement includes assignments in such areas as strategic planning, resourcing, marketing, IT, organisation and management and privatisation.

As one of the UK's leading firms of management consultants and accountants, Coopers & Lybrand continues to develop its Oil and Gas Group.

We now seek further sector specialists with expertise in the following areas:

- Strategy, Economics and Marketing
- Organisation and Management
- Human Resources
- Information Technology
- Accountancy and Financial Management
- Manufacturing, Engineering and Logistics.

You should be a graduate with at least eight years' relevant oil and gas experience. You must be a good communicator, have excellent analytical and problem-solving skills and be flexible with regard to working overseas. Above all, you must be capable

of selling, delivering and implementing high quality consultancy assignments.

The breadth and challenge of our consultancy assignments presents an opportunity to develop both personal qualities and professional expertise. Our competitive remuneration package will reflect both your experience and potential.

If you can add to the strength of our team, please send your cv to Stephen Mitchell, Coopers & Lybrand, Plumtree Court, London EC4A 4HT, quoting reference ST018.

Coopers & Lybrand Solutions for Business

Career Evaluation

Allied Dunbar Assurance plc have branches throughout the South East and are looking for intelligent and professionally minded people between 25 and 30 to market their range of financial services.

If you have ever wondered whether a career in sales or marketing would suit you, this is your opportunity to find out. We would like to invite you to attend a meeting to be held shortly which would discuss and explain the opportunities available within the Group and also, most importantly — offer a **COMPREHENSIVE ALTERNATIVE CAREER EVALUATION** exercise.

We have for many years prided ourselves in our ability to select talent from outside the financial services industry and to develop very successful Financial Planning Consultants from those who have had no experience of sales in the past.

Please write with a brief cv to: Emma Brown, Allied Dunbar, 1st Floor, Gledhouse Court, 5, London Road, St. Albans, Herts AL1 1AA or call 01223 836511.

Opportunities exist in the following locations: Borehamwood, Central London, Crawley, Essex, High Wycombe, East Midlands, Birmingham, St. Albans, Watford, Tunbridge Wells, Woking, T.W. London and other locations nationwide.

Allied Dunbar Assurance plc is an Equal Opportunities Group

ALLIED DUNBAR
Financial Services by Design

International Marketing Manager

Healthcare Products

Yorkshire c.£40,000 + bonus + car

Our Client, a highly profitable Division of a major multi-national group involved in Healthcare seeks an International Marketing Manager.

Reporting to the Director of the Division your brief will be to direct, manage and develop the activities and the long term strategies of the marketing function. Emphasis will be directed towards both product and service elements to maximise and sustain the dynamic growth and profitability of the products on a worldwide basis.

You will probably be a graduate or MBA, ideally aged mid 30's, with an excellent record of success in the marketing function with a major healthcare corporation operating internationally.

You must be a strategist with strong leadership and interpersonal skills with a high level of drive and determination. Language skills would be a further advantage as would career experience working internationally.

The position has excellent long term career potential.

If you are interested, please telephone 0532 451212 or send your CV in confidence, quoting reference number 794, to Adamson & Partners Ltd, 10 Lisbon Square, Leeds LS1 4LY. Fax number 0532 420802.

ADAMSON & PARTNERS LTD.

Executive Search and Selection

Business Development Managers

Major British Group South Midlands Area
Excellent neg. salary + car + lease car

THE COMPANY

Our Client operates autonomously within the Group structure of a major European company. The Group's activities include manufacturing and distribution of automotive components and accessories. Operating in many niche sectors, and at all levels of the market, the core business centres around marketing and distribution activities. Two high calibre business development managers are sought to support ambitious development plans.

THE CHALLENGE

The introduction to the company and its operations will be via a number of high profile projects which will significantly influence the future development of the business. These assignments will require the ability to operate comfortably at senior management level. Having "shaped" the business for the future, successful candidates may then expect to assume line responsibility within the marketing/commercial areas, with the potential to progress to a Director level position.

THE CANDIDATES

To succeed in these roles you must be proactive, a leader with good interpersonal skills. A minimum of five years management experience in either marketing, purchasing or finance will have followed a degree and possibly an MBA. Experience of marketing products through a branch network would be preferable.

THE NEXT STEP

If you are interested in joining a business as it prepares to take the next step, which will ensure that its leading marketing position is further enhanced then please send your CV in confidence, quoting reference number 792, to Adamson & Partners Ltd, 10 Lisbon Square, Leeds LS1 4LY. Telephone number 0532 451212. Fax number 0532 420802.

ADAMSON & PARTNERS LTD.

Executive Search and Selection

The driving seat

Woolworths is the largest buying force of blank tapes in Europe. We aim to build on that. And, rapidly increasing sales will see us more than treble last years outstanding growth in games consoles.

Our recent record speaks for itself. Even in a recession profits rose.
Entertainment Buyer
Audio/Video Tapes
and Games Consoles
c.£30,000 + Car

Taking us from this already strong position, generating new activity in established sectors and driving forward to exploit new growth potential, is the kind of challenge you respond to.

A graduate of 25-30, you will need to bring to the role a maturity and negotiating strength which belie your years. Backed by extensive product knowledge, gained over 3 years or more in a retail marketing or buying function, or on the supply side.

After input and agreement on all objective and strategic issues with the Head of Buying Entertainment, you will have a high degree of responsibility on all tactical running of the area.

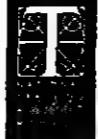
The opportunities for development, product and personal, are both exciting and varied.

A generous remuneration package includes private medical cover and pension scheme and reflects the significance we attach to this role.

Please post or fax your CV, stating current salary and quoting ref: C516 to our Consultant, Mike Beer or Penny Bailey, Juniper Wool Nucleus, Gemini House, 180 Bermondsey Street, London SE1 3TO.

Alternatively, telephone for a further discussion on 071 357 7141. Fax: 071 407 6175.

WOOLWORTHS



BARCLAYS LIFE HAS MORE TOP JOBS THAN THERE ARE ON THE REST OF THIS PAGE.

Right now, we need a able from Barclays Life. lot more people to market pensions, savings and investment plans at Barclays Life. Could you be a candidate for one of these top jobs?

Rest assured, there'll be comprehensive training. In a relatively short time you will become familiar with the fundamentals of selling, interview techniques and communication skills. You will learn all about pensions, life assurance, investments, unit trusts and the wide range of products that are available.

Further support comes from our Marketing Department which constantly runs advertising campaigns to promote the products you will be selling. We have vacancies in most areas but particularly need

recruits in London and the Home Counties.

So if you think you've got what it takes, can drive and have the use of a car, call us on 0800 585 388, and quote reference number T12C186. We'll then arrange for you to attend a seminar.

All Barclays employees must comply with the high standards set in our ethical and caring Code of Practice.

Barclays Life is an equal opportunities employer

BARCLAYS

YOU'RE BETTER OFF WORKING AT BARCLAYS LIFE

FIBERNET

Fibernet Limited, market leaders in optical fibre data communications systems, have continued to flourish and now wish to appoint one new salesperson.

Fibernet's combination of products and services in the provision of multisignal multiplexers, local area network cabling hubs and ultra high performance F.D.D.I. and A.T.M. systems are unrivalled within the industry, resulting in an ever increasing list of prominent satisfied customers.

Fibernet requires one additional salesperson to work in the Yorkshire/Derbyshire territory reporting to the Leeds office.

Fibernet is only interested in bright and successful salespeople who wish to develop a career within the company, and will provide remuneration and benefits above industry standards.

Please write in the first instance to the Personnel Manager enclosing a comprehensive and up to date C.V. at:

Fibernet Limited, Olympus House, Calleva Industrial Park, Aldermaston, Reading, Berkshire, RG7 4QW.

PROPERTY PROFITS!

Well established, successful family owned group in prestigious property management and letting business is now expanding nationwide. We are seeking ambitious people (M+F) to run their own business & join in our success! Minimum investment £15,000 - Gross incomes of £23,000-£50,000 1st year already being achieved!

Full Training Ongoing Support BARCLAYS YOU'RE BETTER OFF WORKING AT BARCLAYS LIFE High Earnings Positive Cashflow 081 905 5391 LD Property Management

FINANCE

PROPERTY DR...

EQUITY

ADVERTISING SALES

Equity planning to its

MARKETING DIRECTOR

O.T.E. £40K plus car and benefits - Solent

A Marketing Director is required to join the international management team of Chloride Power Electronics, a market leader in its field of uninterruptible power supplies and industrial products - an important part of Chloride Group PLC.

This exciting opportunity arises from the promotion of the job holder into General Management.

We are seeking a marketing professional to spearhead strategic business development aimed at ensuring the division meets its long-term, world-wide objectives. Tactical responsibilities will include pricing, product planning and marketing communications.

To support its sales growth the division has manufacturing operations in Europe and the Far East, together with a first class research and development base.

This is a real opportunity for the right person to develop their career

CHLORIDE
POWER ELECTRONICS

in a challenging and most interesting multi-country environment. The ideal candidate will meet the following specification:

- Proven marketing track record gained in an industrial organisation selling its products on the world market, preferably in the electrical, electronics, computer hardware or telecommunications sectors.
- Engineering or science graduate with formal business or marketing training.
- Fluency in a European language in addition to English.

A generous package is on offer, including relocation assistance if required.

Please write, in the first instance, with your CV, setting out in a covering letter how you meet the specification, to: Trevor Roberts, Director, Ref 530, Associates in Advertising, 5 St John's Lane, London EC1M 4BH.

PROFESSIONAL PROJECT MANAGEMENT

Success Through People

The benefits of good project management are being recognised outside the traditional fields of engineering, construction and defence industries, resulting in opportunities for growth and diversification into activities ranging from company reorganisations to the launch of a new product.

Through long experience WS Atkins Project Management has recognised the importance of people in the context of a project. Working with clients to achieve goals through teamwork is the key to project success and the key to our success.

Continued growth has created the need for:

Project Managers

You should be professionally qualified and skilled both in the techniques of project management and in integrating with client organisations. At least 10 years relevant experience, including substantial involvement in complex building or transportation projects in the role of client project manager, are essential requirements.

Although these positions are based in Epsom, Birmingham, or Manchester the growing European element in our portfolio would make a working knowledge of a European language an asset.

Please write with a full CV quoting reference PMJ/1 to David Thomas, Personnel Manager, WS Atkins Limited, Woodcote Grove, Ashley Road, Epsom, Surrey KT18 5BW.

In addition to receiving applications for these staff positions, we would also like to hear from freelance project management professionals with the experience described above, interested in working with us on an associate consultant basis. If such an arrangement interests you then please forward a comprehensive CV to us, quoting reference FRPM/1.

Committed to equal opportunities.

WS/Atkins

Personnel Manager European Role

West London -
circa £30,000 per annum plus Bonus and Car

Our client, a household name and brand leader in its field, is a world leading consumer goods organisation with well established subsidiaries throughout Europe. They now wish to appoint a Personnel Manager to strengthen the existing Northern European Human Resources team and play a key role in the continuing development of human resource policies in an effective and dynamic business.

Key tasks will include management development and training, interdivisional policy development and coordination and European compensation and benefits work. Future prospects are excellent.

Candidates aged 27-35 and graduates will already have gained good quality broad personnel experience in a demanding environment but not necessarily in FMCG.

Please apply in writing, with full c.v. quoting reference 2187, to Corporate Resourcing Group, 6 Westminster Palace Gardens, Artillery Row, London SW1P 1RL.

Corporate Resourcing Group

Management Consultants - Executive Search

BARCELONA BRUSSELS COPENHAGEN FRANKFURT GENEVA HELSINKI LONDON MADRID MILAN NEW YORK OSLO PARIS STOCKHOLM ZURICH

Senior operational roles within leading Franchise

Our client is a profitable and established player in the fast-growing franchise sector. They are now seeking two experienced and commercially aware professionals.

Operations Director
c. £45,000 + bonus + benefits

An experienced operating systems specialist, you'll develop and direct the company's leading-edge business strategies via its long and well-established Franchisee universe.

Reporting to the Managing Director and with a team of ten, you will have total responsibility for the creation and implementation of innovative business initiatives and systems designed to take the business forward in a rapidly changing and competitive environment.

This role will appeal to someone in their late 30s with demonstrable success in the creation and application of effective operational support systems within either a financial, retail and/or service industry. Excellent leadership ability, interpersonal skills, technical competence, vision and drive is assumed.

To apply please send your CV together with a covering letter explaining how you meet our current requirements to Brian Barnes, Rutherford Young, Cuxbury House, Islip, Oxfordshire OX5 2SY.

**RUTHERFORD
YOUNG**
EXECUTIVE SEARCH
AND SELECTION

STE

Shanks & McEwan (Waste Services) Ltd.

COMMERCIAL MANAGER

Over the past five years, Shanks & McEwan (Waste Services) Limited, market leader in waste management in the UK, has grown rapidly whilst maintaining the highest environmental standards.

As part of our continuing expansion plans, we wish to recruit a high calibre Commercial Manager. The successful candidate will be a highly motivated, imaginative individual capable of reviewing contracts, preparing tenders and presenting to a wide range of customers. Excellent verbal and written communication skills are essential.

Applicants should be educated to degree level and have relevant experience. Attention to detail and the ability to work to strict deadlines are of paramount importance.

Based at our Head Office in Woburn Sands this post attracts a highly competitive package and offers good prospects of advancement within both the company and the Shanks and McEwan Group.

To apply, please send a detailed C.V. along with current salary details to:

Mr D Moffatt
Personnel Department
Shanks and McEwan (Waste Services) Ltd
Church Road
Woburn Sands
Milton Keynes
Bucks MK17 8TA

£40K+

£30K+

£20K+

£50K+

£60K+

£70K+

Wrong job -Redundant Neither means being out of the running

We are a team of career professionals who care about your future, whether you are employed or not. Finding the right job is all about confidence, aptitude and contacts. Our expertise is comprehensive and individually tailored to meet your needs, goals and the right position - usually within the unadvertised market.

20k 30k 40k 50k 60k 70k

Call Wilson McKenzie to arrange an initial meeting.

Sunday 0851 53721 @ Office hours 071-920 0460

Monday 0851-534 2386 @ Liverpool 051-236 5580

59 Devonshire Street, London W1N 1LT

071-920 0460 Fax 071-920 0461

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071-481 4481

NORTH ENGLAND
**MATERIALS
DIRECTOR**

We are a major subsidiary of a top ten plc and a market leader in the capital equipment industry. Our UK production facility has been extensively modernised and is a core element in our future manufacturing strategy.

Materials management is of key importance to our business and we seek an experienced materials professional who will report to our Managing Director to upgrade our purchasing, production control and stores activities.

Candidates should be university graduates probably in their forties who can demonstrate a record of success in the application of modern materials management techniques to complex, high value products.

A remuneration package including an attractive base salary, significant incentive compensation, share option participation, company car and competitive fringe benefits will be tailored to attract the right candidate.

REPLIES IN STRICTEST CONFIDENCE TO
BOX NO 9088Computer Maintenance
Sales Executive

OAS a subsidiary of Olivetti UK Ltd, specialises in the maintenance of WANG, WORDPLEX, XIOS SYSTEMS & PCs.

Experienced sales executives & independent consultants required to sell our services to selected target accounts. Excellent OTE.

For information, please telephone 0483 39496, or write to the Managing Director, OAS, OAS House, Marrow Lane, Oxford, OX4 7BN.

LEGAL RECRUITMENT
CONSULTANT

An experienced legal recruitment consultant with recruitment, sales or legal experience is required for this leading law firm in the City of London. Competitive rate, non-commission basis. Tel 0488 710000.

Consultant: Mr Smith at: Wellman-Smith
54 High Pavement
Nottingham
NG1 1HW
0602 415111

CAREER CHANGE!
PROFESSIONAL PEOPLE

The easiest and most effective route to the interview room. Individually tailored, no pressure, high on experience.

For information pack posted
Burstein Associates: 051 342 9306 (7 days)

C.V.SERVICES

FREEPHONE
0800 622414

For career information pack

• Areas in the pharmaceuticals
• Job control
• Skills services
• Interview techniques

SUNDAY CALL
WELCOME

C.V.'s written by Professional
Recruitment Consultants 0544
Fax: 071 436 0766

CV THAT JOBS especially
designed CV's & interview services
FREE interview guide. Same
day service 7 days, C.V.C. 0500 2700

071 283 2843 Same Day CV On
Demand. Laser. Visa/Access

PROFILES

Freelance Salesman!

15 years experience
Excellent Track Record
Honours Degree
Own Car/Mobile Phone/PC

Available to represent your business on an
Agency/Commission only basis covering Scotland and the
East of England.

Write to Box No. 9007 with full details.

COMPANY DIRECTOR'

Product development, champion and manager with excellent references and track record in high-tech capital equipment seeks new appointment.

Innovative Chartered Engineer, 40+ with successful experience in business development, Project, Diversification, Quality and General Management.

Hands-on direct, dynamic, no-nonsense advocate of cost-effective excellence.

Available Job for permanent or contract assignment.

Box No 9023

INTERNATIONAL BUSINESS
DEVELOPMENT CONSULTANT.

Interested in working with, on basis to be agreed, sound
international forward-looking opportunities in
existing markets or new potential markets.

Can offer excellent contact with 15 years combined
experience in business development, commercial real estate
development and investment, trade finance, marketing, fuel
energy, research and feasibility.

Apply to Box No 9022

MARRIED
COUPLE

Spouse private role in general
management to busy domestic
business. Practical addition to
existing business. Good communication
abilities able to cope with tact
and humour. Clientelle emulated
by arts family where client
advice and support required.
Highest reference and CV's available. London area.

Tel: 081 892 2001.

INFORMATION
TECHNOLOGY

COMPUTER JOBS, JAPAN
Computer Technicians and
Salespersons for foreign-owned
firms in Japan. 1-year remunerative
contract. Sales, marketing, service
and technical support. Japanese
language ability a must. For
further information contact: 03 3496-7280. Terrie Lloyd, LINC
Computer Inc.

TRAVEL

SELF CATERING Paradise for
the independent traveller. Now
you can choose & reserve your
own self-catering accommodation
on the sub-tropical Naatal coast
& a special Naatal Club. Self-catering
Barnes Kavelle, Environment Sun
Shine Properties. 071-407 0536

ARE YOU A
MISFIT?

You are a Misfit if you are
seeking employment but
no one wants you. You
may be too old, over-qualified,
too experienced. You
know you could sell yourself
well at interview, but
you are not getting the
chance.

We have prepared some
practical advice for you,
advice that really does
work.

We will send you a docu-
ment showing you how to
plan your way back into
employment. The things to
do and the things not to do
are all clearly explained.

Send a cheque/p.o. for
£10.95 to The Misfits'
Misfit House,
62, Prince Street,
Bristol, BS1 4QD.
How much does it cost you
each week to have no job?

Marine House,
62, Prince Street,
Bristol, BS1 4QD.

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15

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Shine Properties. 071-407 0536

Marine House,
62, Prince Street,
Bristol, BS1 4QD.

How much does it cost you
each week to have no job?

Marine House,
62, Prince Street,
Bristol, BS1 4QD.

How much does it cost you
each week to have no job?

THE COMPANY

The Financial Training Company provides training programmes for a comprehensive range of professional qualifications, for example those awarded by The Institute of Chartered Accountants, The Securities and Futures Authority and The Stock Exchange. It also provides management training and technical update programmes through a wide range of courses and conferences. It has an established reputation as leader in its specialist professional training markets and is now rapidly widening its field of activities. Annual turnover is now in excess of £20m with a team of some 300 people.

THE POSITION

The Company is a key UK member of Wolters Kluwer, a £700m education and information services group whose interests extend throughout Europe and the U.S.A.

THE POSITION

Reporting to the Managing Director, this new appointment combines the responsibilities for the operation of two previously separate professional financial training teams providing courses for the City. Clients include leading banks, the legal profession, accounting firms, insurance companies and the investment community.

Managing your own team of experienced professionals, you will be fully responsible for the direction of your division and accountable for its performance. You will play a central role in the marketing of your division and winning new business.

THE
FINANCIAL
TRAINING
COMPANYOPERATIONS
DIRECTOR

A MEMBER OF

Wolters Kluwer

THE PERSON

We seek a qualified and experienced professional manager who will bring a clear focus to the business achieving the development of growth plans, building long term value and introducing new products and services to our markets.

Probably in your mid thirties, you will be a graduate holding a further professional qualification. Essential attributes will include strong motivational skills and the ability to win confidence and establish your credibility. Experience with a professional training group or service based organisation is preferred. You must have a clear record of successful business achievement which shows the ability to develop, direct and manage profitable growth

THE PACKAGE

An excellent benefits package will include a starting salary of £45k in addition, a generous performance related bonus will reward achievement. A quality car, non contributory pension scheme, generous life insurance and health care for self and family are also provided.

HOW TO APPLY

Applications giving full details of qualifications and career history should be sent to:

Peter Jones,
Wolters Kluwer (UK) Plc,
Avenue House,
131-133 Holland Park Avenue,
London W11 4UT.

Unrivalled opportunities exist to join the winning team

SENIOR ACCOUNT MANAGER

Package to £65k OTE, Car & Benefits

This must be one of the most interesting and challenging roles available in the UK at present no matter how one would care to measure it.

The customer is fully committed to extracting maximum value by exploiting desk-top and networked open systems with a number of very large projects already underway and great potential for further business development.

As one of three Account Managers you will take sole responsibility for managing a large division of the account working very closely with the rest of this dynamic account team.

This is not a role for theorists, but demands truly exceptional and practical abilities for relationship building and opportunity management characterised by organisational complexity and being commercially and technically demanding.

You must be able to demonstrate real success in managing large accounts over time where the contribution you have made is evident.



Cathy Tracy & Associates Ltd,
Stevenson House, 3-5 Easthampstead Road, Wokingham,
Berkshire, RG11 2BN. Tel: 0734 771122

071-481 4481

EXECUTIVE OPPORTUNITIES

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EXCELLENT MARKETING OPPORTUNITIES
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As an established manufacturer and distributor of high quality OTC pharmaceuticals and personal care products, our client enjoys success in a number of well defined niche markets. The company is now a subsidiary of a US market leader and is poised for significant expansion in the UK, Europe and the Middle East. To achieve its firm plans for growth, it is now seeking to make the following appointments:

Marketing Director

Package c £45,000 + car + benefits

The position reports to the Managing Director and has responsibility for the marketing, sales and export functions. Your prime challenge will be to develop and implement an overall marketing strategy for the business, improving the company's consumer franchise, trade relationships and profitability. In particular, you will devise and implement strategies for the expansion of products into defined markets, both in the UK and overseas; develop plans for the company's franchise businesses and distributors, enabling them to maximise sales according to agreed policy; control all aspects of market research, advertising and promotion; and provide strong leadership to a small team of people.

Probably aged 33-40, you are likely to be a graduate with a resilient, persuasive personality and an open, pragmatic management style. With a classic FMCG marketing training, you will now be comfortable with the full marketing mix and the control of major brands. A thorough knowledge of the chemist trade/grocery multiples is required and a background in OTC/Toiletries is desirable. Exposure to a US multi-national company would also be an advantage. Ref JW/102.

Remuneration is unlikely to pose a problem. Both positions carry a competitive earnings package as indicated, including a negotiable basic salary and a performance related bonus. Relocation assistance is available, where appropriate.

If you would like to contribute to a close-knit management team, please forward full career and salary details to Jonathan Warnock at Riley Consultancy Services, Trafford House, Chester Road, Manchester M32 0RS. Please quote the appropriate reference number. All applications will be treated in the strictest confidence.

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International Marketing Manager

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The purpose of this position is to control and develop the company's export business in Europe - excluding France and the Middle East and Africa. In this context, you will prepare and implement an export business plan and individual product marketing strategies, achieving growth in new and existing markets. This will involve the effective management of an expanding network of agents and distributors. You will therefore be expected to visit them regularly, identifying opportunities, providing guidance and support, auditing performance and ensuring the 'sharp end' delivery of agreed plans.

Probably aged 35-45, you are likely to be a graduate with a strong, self-reliant character, first class negotiation skills and the drive to 'make things happen'. Given the regular travel to Europe, fluency in a second - and preferably a third - European language is essential. With significant international marketing experience in FMCG, you should have particular experience of profit - responsible, overseas markets management. Once again, a background in OTC/Toiletries and exposure to a US multi-national is desirable. Ref JW/103.

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The Job: reporting to the Swindon-based Operations Director, the Site Manager will be responsible for a facility employing some 250 people and located in Stanlow, Cheshire. The site produces an extensive range of products mainly for the UK, but also supplies many overseas countries.

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You should:

- be qualified to at least first-degree level in a technical discipline, with a strong production management content
- be comfortable with the application of modern manufacturing and information systems and concepts
- have had experience of successfully managing change programmes in a similar environment
- be able to demonstrate that continuous improvement and achieving tangible results is your way of leading.

Do you think you have these qualities? If so, please send your CV, in confidence, to Caroline Lynes, Resourcing Advisor, Human Resources Division, Castrol (UK) Limited, Burmah Castrol House, Pipers Way, Swindon, SN3 1RE.

Closing date for applications:
Friday 3 July 1992

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VIDEO COMPRESSION

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Strongly market led and customer focused, our client is an international player in the fields of satellite and terrestrial communications; worldwide, there are very few organisations which can match the expertise they bring to their chosen sphere. In order to maintain a market leading position, they actively seek flexible, innovative and independent managers who can make a positive contribution to evolving and improving all areas of the business. They are firmly committed to growth through technological innovation and the efficient development of new applications for their products, and are seeking an individual who shares in their business philosophy for this key position.

Our client requires an effective Product Manager with experience in a 'high-tech' environment (perhaps telecoms, satellite, broadcasting or video special effects) to develop a coherent business strategy for their advanced visual communications systems. Traditional marketing strengths and exceptional commercial flair will enable you to formulate, control and manage a comprehensive strategic plan - from market identification, through product launch to subsequent sales activity. These qualities must be further supported by sufficient technical awareness to enable you to interface between R&D/Engineering and your client base,

meeting specific needs, identifying new applications and contributing to product enhancement.

A graduate in a technical subject, ideally with an additional business qualification, you will possess the personal stature to make high level presentations and assessments to international clients. Assertive, persuasive and a good communicator, you will also be capable of getting the best from your sales, marketing and support teams at all times, while your project management skills will enable you to oversee all the complexities and detail essential for success in a fast paced, competitive international arena.

In addition to offering a generous salary, executive car and comprehensive company benefits, our client is eager to identify an individual with the ambition and ability to take on an increasingly influential and significant role; a role which will grow as you do.

If you can display the commercial and technical acumen to match these requirements and are also seeking a stretching and rewarding position, forward your career details and letter of application to: Jeffrey Ware, Director, Lawton Ware Recruitment Services, Shamrock Quay, William Street, Southampton, Hampshire SO1 1QJ.

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The company now seeks one or two dedicated and experienced entrepreneurial professionals to further develop its penetration into selected sectors. You will be working with large industrial companies and will be responsible for developing business in areas such as manufacturing strategy, business improvement, flexible working practices, MRP II, quality and procurement.

Successful candidates will be in the age range 27-40, have a good honours degree and considerable previous experience in consultancy. They must be able to demonstrate a successful career in business development in IT, consultancy or human resource development.

Our client offers an excellent, performance-based package with the full range of large company benefits. In addition to a quality Scottish lifestyle, the client also offers a key position in a consultancy operation poised for considerable future growth.

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The ideal candidate will be:

- Aged 40+
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An excellent communicator, you will have credibility in both academic and commercial circles, gained through facilitating understanding between these areas.

In return for your significant contribution at this growth stage of development, you will receive an excellent negotiable salary and benefits package plus relocation assistance where appropriate.

For an initial and confidential discussion, please contact Bob Archibald or Andrew Walker on Newbury (0635) 33445 quoting reference M/91/ST, or write in strict confidence to: ARCHIBOLD RAE CONSULTANTS LTD., ARC House, 11-13 The Broadway, Newbury, Berkshire RG13 1AS.



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The successful candidate is likely to be a graduate with a minimum of 15 years experience in marketing or advertising. Proven success in handling individual negotiations at a senior level is required.

Strategic, analytical and interpersonal skills are essential. Knowledge of environmental issues is desirable.

Benefits include 4 weeks holiday, a non contributory pension scheme, life and accident insurance and a realistic salary commensurate with the senior level of this appointment, initially on a two year assignment.

Please apply in writing with full CV (enclosing SAE for acknowledgement) by 29 June 1992 to



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Losers in the promotion game

Information technology often lacks a career structure, reports Widget Finn

The embryo accountant and business graduate can see a career path stretching ahead towards the promised land of senior partner or managing director. But people who want to work in information technology (IT) find that the path peters out after a few steps, or becomes enveloped in mist beyond the first milestone. It is regarded by employers and staff as the poor relation when it comes to status and job prospects.

Information technology, says Clyde Ziegler, the UK managing director of EDS, an IT services company, comprises a young industry with a phenomenal growth rate — from a standing start ten years ago, 200 million personal computers are now in use worldwide. Such progress has meant that scant attention has been given to developing career structures.

EDS surveyed 1,000 computer professionals about their career expectations in the industry. Twenty-eight per cent of respondents and 40 per cent of those who wanted to leave the profession said job choice was influenced by the prospect of promotion towards management.

Mr Ziegler comments: "This reflects the belief of people in the computer industry — that they have to move from a technical role into management to get increased status and greater responsibility."

And a higher salary. Early in their career, IT staff are well paid in comparison with people in other occupations, but their salary soon lags. Eighteen per cent of employees at Trustee Savings Banks are involved in IT, yet technicians cannot push their salaries or careers beyond a certain point unless they move over to management. The technical career path finishes at a grade equivalent to junior or mid-level management, with top salaries of about £25,000.

"A few people can progress by moving into research," Charles Nevin, the head of development and training, technology at TSB, says. "We have a limited number of internal consultants who retain their focused expertise in a non-management role, but at this stage employees usually begin to manage



In the right place: Piotr Kozlowski, aged 30, was fortunate to join a company that understood the need for an IT careers channel

technicians rather than be involved in technical matters themselves."

Some people, Mr Nevin points out, who see themselves as technicians, are uncomfortable when given a management post and may switch to consultancy, where they can maintain their technical skills. TSB, he says, is looking at parallel paths to acknowledge IT's value and enable technicians to continue working in their own field without sacrificing career prospects.

The Astbridge Management Research Group is studying the career experiences of workers in IT. Valerie Hammond, the group's director, has found that an IT department may be isolated by its specialist nature within a company and may not be involved in the broader activities of the organisation.

"People need to be able to move up the career ladder within the information technology function," Ms Hammond says. "but at a par-

ticular level you need more than just IT knowledge to be at the top of your company."

Ambitious information technologists at the computer company ICL can aspire to be an "ICL fellow", one level below divisional directors.

Peter Forbes, ICL's human resourcing manager, says: "These are our most respected technical gurus, who have status and rewards comparable to those of general managers. The career structure in ICL is a mirror image, so that a manager with responsibility for people and budgets has a similar package to a technical consultant with no staff or budget. The consultant's expertise is valued in the same way as the manager's and there is an opportunity to grow and develop as a technical specialist."

ICL, at the heart of the computer industry and with more than half of its senior managers having technical expertise, would be expected to value the IT function. Other indus-

tries are only just starting to understand IT's importance.

Guinness plc is buying a new production facility with a large element of computer information and process control, which will involve an increasing number of IT staff.

Graham Lynch, the general manager of information systems for Guinness Brewing Worldwide,

says: "Information technology is becoming increasingly relevant at the commercial end of the business."

Guinness has a consistent grading pay and career structure, irrespective of function and, Mr Lynch says, the technical area is by no means a poor relation in terms of career choice.

From general helper to supervisor via systems engineer is an unusual career path. But EDS, as befits a company that has identified the career path problem, has intro-

duced a flexible structured progression. When Piotr Kozlowski, who is 30, joined the company's office services department in London, his responsibilities encompassed coffee machines and other utilities. Five years on, he is responsible for a technical team of 45.

"EDS recognised that I could do more than work in office services."

Mr Kozlowski says: "Through the company's technical education scheme, I trained in computer operations, then switched to systems engineering."

EDS has set up career paths with "windows" at each stage so that staff can move between technical and managerial functions with comparable status and pay.

And where does Mr Kozlowski see his career path leading? "My intention," he says, "is to be managing director."

• Astbridge Management College, Berkhamsted, Hertfordshire HP4 1NS (044 2843 491)

LIFE AFTER REDUNDANCY

How to deal with the R word

Recession has had one side-effect which may be a lasting redundancy. Executive recruitment agencies and personnel professionals are recognising how many highly skilled and valuable people are finding themselves "between jobs". Shortlists today are more likely to include people already parted from their last employer.

With hindsight, recruiters are prepared to admit that a few years ago there was a knee-jerk reaction: no redundant job hunter could possibly be any good.

John Mockler, the director of human resources for Camberwell Health Authority, in south London, says that when the economy was booming, some people selecting staff thought there was something wrong if an applicant had been made redundant.

Redundancy was seen as a way of pensioning off the incompetent.

Mr Mockler, who has been made redundant twice himself, now believes the change in the image of the redundant job seeker is likely to be permanent. John Courts, of John Courts Associates, an executive recruiting firm, also finds "a sea change in attitudes. Over the past two years, it has become respectable to be redundant. Firms are recognising there are many people available who are not only highly competent but instantly available".

He also finds that though blue-chip companies remain monolithic in their recruitment criteria, service-based companies, where people are a main cost, are becoming more inventive.

"A company's attitude can be that if they hired someone of 40 and dumped them in three years' time, they would feel guilty," he says. "If they hire someone of 57, perhaps close to the company's early retirement age, they could shunt them off at 60 without feeling guilty."

John Bull, the chairman of Bull Thompson Associates, an executive search and selection agency, says the redundant executive should not feel at a disadvantage because it is now recognised that it is not people's fault when they become redundant.

There is no reason not to consider them on level terms with people applying from existing jobs, in many cases because they know perfectly well that redundancies are imminent.

Stephen Johnson, the chairman of Courts Career Consultants, an outplacement consultancy, suggests that how the job applicant handles the fact of redundancy can be crucial. He suggests putting it briskly in context, saying something like, "You've probably read about what's happening at XYZ Bank or ABC Computer Company."

If the interviewer presses the point, simply say calmly that if there are any reservations, talk to Mr So-and-so at your previous employer.

Bryan Watson, of Sanders & Sidney, outplacement consultants, recommends a light, succinct reason as the reply to any question about the candidate's redundancy, previously amicably agreed between the individual and the organisation left. He advises candidates to be upbeat about their circumstances.

Mr Bull also tells job seekers to play their redundancy down, even to avoid using the R word. The applicant should simply say he or she is looking for a new appointment and that their last company was affected by a merger or the recession.

Nigel Humphries of Tyack, a headhunting firm, sees more people not in jobs being included on shortlists. Below board level he says, "the climate has changed. There is no longer the automatic, rather dismissive judgment there was previously. It's probably because the South has been hit harder this time. Knowing five of your neighbours are no longer in jobs brings it far closer to home."

DOREEN KING

• John Courts and Partners, 104 Maybolebone High Street, London W1M 8UJ (071-480-0409); Bull Thompson and Associates, 63 St Martin's Lane, London WC2N 4SS (071-240-3561); Courts Career Consultants, 25 Whitehall, London SW1A 2AS (071-839-2217); Sanders & Sidney, 9 Park Lane, London SW1A 1LP (071-491-0491).

GENERAL APPOINTMENTS

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UNIVERSITY OF OXFORD

DEPARTMENT OF PLANT SCIENCES

UNIVERSITY LECTURESHIP IN PLANT PATHOLOGY

Applications are invited for a University Lectureship in Plant Pathology to be filled from 1 October 1992 or as soon as possible thereafter. Applicants should ideally have a research interest in the molecular and biochemical basis of plant-pathogen interactions and be prepared to teach all aspects of Plant Pathology. The lectureship will be held in association with a college fellowship.

Eight copies of applications including curriculum vitae, research interests and experience, together with the names of two referees should be sent to Professor C. J. Lawton, Department of Plant Sciences, South Parks Road, Oxford OX1 3TB (Telephone 0865 244 2000, Fax 0865 244 1649) by 13 July 1992. Further particulars, including details of the college association, may be obtained from Professor Lawton.

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BBC1

6.00 Ceefax (89418) 6.30 Breakfast News (42099215)
 9.05 Perfect Strangers. American comedy series (r) (6270418) 9.30
 Today's Gourmet. Jacques Pepin prepares vegetable soup with
 vermicelli, sausage wrapped in cabbage leaves served on a bed of
 lentils and baked pears with figs (64953)
 10.00 News, regional news and weather (6282079) 10.05 Playdays. For
 the very young, this morning from Leicester (s) (4241012) 10.25
 Tales of Aesop (r) (6021166) 10.35 Daffy Duck Double Bill (7450895) 10.50 News, regional news and weather (5348483)
 10.55 Cricket. Live coverage of the opening session of the second Test at
 Lord's between England and Pakistan (s) (58833383) 12.55
 Regional News and Weather (60826692)
 1.00 One O'Clock News. (Ceefax) (11944) 1.30 Neighbours. (Ceefax)
 1.50 Cricket and Royal Ascot. Further coverage of the second Test at
 Lord's; Julian Wilson introduces live coverage of the 2.30, 3.05,
 3.45 and, on BBC2, the 4.20 races (s) (56754988)
 3.55 Pingu. Animated adventures of a clumsy penguin (r) (s) (4253876)
 4.00 Chucklevision (r) (s) (2745521) 4.20 Watt On Earth. Episode
 two of the 12-part science fiction comedy thriller (r) (s) (6324893)
 4.35 Uncle Jack and Operation Green. Episode two of the sci-
 fi comedy drama (r) (Ceefax) (4395302)
 5.00 Newsround (1536470) 5.05 Blue Peter. The designs of the new
 Royal Mail green stamp issue, created by Blue Peter viewers and
 judged by the Stamp Advisory Council and approved by the Queen,
 are unveiled (Ceefax) (s) (5796609)
 5.35 Neighbours (r). (Ceefax) (s) (249050) Northern Ireland: Inside
 Ulster
 6.00 Six O'Clock News with Anna Ford and Andrew Harvey. (Ceefax)
 Weather (857)
 6.30 Regional News Magazines (437). Northern Ireland: Neighbours
 7.00 Top of the Pops introduced by Mark Franklin (s) (8985)
 7.30 EastEnders. (Ceefax) (s) (321)
 8.00 Every Second Counts. Against-the-clock game show for couples,
 introduced by David (s) (5215)
 8.30 Russ Abbott. More mad comedy sketches (r) (Ceefax) (7050)
 9.00 Nine O'Clock News with Michael Buerk. (Ceefax) Regional news
 and weather (49444)
 9.30 Crimewatch UK presented by Nick Ross and Sue Cook. The police
 appeal for information on the murder of a 40-year-old divorcee, the
 violent robbery of a jeweller in Lancashire and the abduction of a
 Southern Electricity van driver (Ceefax) (826741)



On the spot: defence secretary Malcolm Rifkind (10.15pm)

10.15 Question Time. The final edition of the current series chaired by Peter Sissons at the Queen Elizabeth II conference centre in Westminster. The panel comprises Conor Cruise O'Brien, Diana Warwick, general secretary of the Association of University Teachers, and MPs Malcolm Rifkind and John Prescott (410895).
 11.15 Crimewatch Update (221944)
 11.25 European Football Championship. Highlights of the remaining group two matches — Scotland v CIS in Norrkoping and Holland v Germany in Gothenburg (101166)
 12.15am Royal Ascot. The day's highlights (s) (9026109)
 12.35 Cricket. Tony Lewis introduces highlights of the first day's play in the second Test between England and Pakistan at Lord's (8775155)
 1.05 Weather (3048161). Ends at 1.10
 2.15 BBC Select: Executive Business Club. Management training series (61819). Ends at 2.45

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BBC2

6.45 Open University: OU All Hours (9148673). Ends at 7.10
 8.00 BBC Breakfast News (1181418)
 8.15 Westminster. A round-up of business from both Houses (6076554)
 9.00 The History Man. Brian McNamara visits 12th-century Oxford Castle in Suffolk (r) (1593902)
 9.05 Daytime on 2. Educational programmes
 9.00 News and weather (34136370) followed by You and Me (r) (10186942)
 2.15 Cricket. Further coverage of the first day's play in the second Test at Lord's between England and Pakistan (3297673)
 3.00 News and weather (991418) followed by Westminster Live (7699789) 3.40 News, regional news and weather (476147)
 3.50 Royal Ascot. Cricket and Tennis. Further coverage of the play at Lord's; the 4.20 race from the Royal meeting and quarter-final action in the Pilkington Glass ladies' championship from Devonshire Park, Eastbourne (s) (5509294)
 6.55 Mi's Journey. A year in the life of Mohammed Amiri, the television cameraman whose left arm was shattered when filming an ammunition depot in Adiba. He travelled round the world in search of an artificial replacement and finally returned to an Ethiopia ravaged by war and famine. (Ceefax) (580692)
 7.30 Business Matters: Mind Your Own Business.
 ● CHOICE: Surveys in Britain and the United States suggest family companies perform better in the share market than their corporate rivals. Taking its cue from these findings, James Reed's film sets out to reveal the secrets of family success and the lessons they can offer to other companies. But his three examples seem curiously chosen: Britain's top firm by the share price yardstick is the Manchester-based Brown Group, which sells clothes by mail order to larger than average women. The boss says he is giving value for money, No great secret there. N. Brown is contrasted with Blackpool Pleasure Beach, certainly a family concern but not one quoted on the stock market. The exercise is further muddied by citing the American Pitman family, which made a fortune from glass but sold its holdings several years ago. (Ceefax) (5692)

8.00 On the Line. Interactive sports series introduced by footballer John Fashanu. The week he looks at the difficulties faced by gay men and women in sport whose image makers are keen to promote an aggressive heterosexual lifestyle (3857)

8.30 Wildlife. On This: Trivial Pursuit? — the Natural Mystery of Play. David Attenborough narrates this documentary which tries to explain why animals play (r). (Ceefax) (5692)

9.00 Rab C. Nesbitt. The sometimes incomprehensible Gorbals guru with more comic words of wisdom. (Ceefax) (2586)



To the rescue: Trudie Goodwin as WPC Addie (8.00pm)

Missions with a mission: science and the Cold War (9.30pm)

9.30 Pandora's Box: To the Brink of Eternity.

● CHOICE: In October 1957 the Soviet Union launched the Sputnik and sent shivers through the United States. The initiative had to be regained. Enter the Rand (Research and Development) Corporation, a think-tank of young academics who thought that scientific method could bring the Cold War back under American control. These experts claimed that rational analysis was the key to predicting and controlling the future shape of the world, though their theories owed more to games of poker than to science. Hence "the delicate balance of terror" which undermined American nuclear strategy and Herman Kahn's concept of a controlled nuclear war. But rationality gave way to fantasy as the systems analysts tried to grapple with the Vietnam war and succeeded only in cooking the figures. Adam Curtis's documentary is a frightening study in megalomania which suggests that Stanley Kubrick's brilliant film Dr Strangelove was not far from the mark. (Ceefax) (66437)

10.00 Newsnight. Presented by Peter Snow (753363)
 11.15 The Late Show. An interview with artist Richard Hamilton plus a preview of his retrospective at London's Tate gallery (s) (463418)

11.35 Weather (535844)

12.00 Open University. A preview of the weekend's Open University programmes (593738) 12.05am Physics — Vibrations of Sound (3068432). Ends at 12.35

3.00 BBC Select: RCN Nursing Update (16722). Ends at 4.00

SKY NEWS

SATELLITE
SKY ONE
 ● Via the Astra and Marcopolo satellites.
 News on the hour.
 6.00am The Di Kit Show (19602650) 8.30 Mrs Pepperpot (1352654) 8.35 Lamb Chop Play-Along (9813021) 8.38 The Printed Candy Box (444722) 8.40 The Story of the Beautiful (72418) 11.00 The Young and the Restless (40470) 12.00 St Elsewhere (54270)
 1.00pm E Street (51586) 1.30 Geraldine (s) (2745521) 1.35 The chat show today, proud parents show off their children, and a special programme on the children's television service (520112) 2.00 The Brady Bunch (7292019) 2.45 The Di Kit Show (4003944) 5.00 Facts of Life (6963) 5.30 Diff'rent Strokes (3128) 6.00 Love at First Sight (3741) 8.30 The Street (7321) 7.00 All the News That's Fit to Print (520112) 8.00 Full House (21471) 8.30 Murphy Brown (1524) 9.00 Clueless (31673) 10.00 Studs (64499) 10.30 China Beach (56573) 11.30pm Fashion TV (19012) 12.00 Pegeen from Sylex

featuress created by Jim Varney (17079)
 12.00 Mountain Family Robinson (1979-84) 12.30 The American Family (1979-84)
 4.00am Stompe (2235858) 8.30 Nightline (34019) 10.00 Dayline (11470) 12.30 Beyond 2000 (12376) 11.30 Japan Business Today (444722) 11.45 The Story of the Beautiful (139787) 12.30pm Good Morning America (16652) 1.30 Good Morning America (17321) 2.30 Parliament Live (7472180) 3.15 Parliament Live (533166)
 4.30pm The Story of the Beautiful (139787) 4.30pm The Story of the Beautiful (139787) 5.00 Facts of Life (6963) 5.30 Diff'rent Strokes (3128) 6.00 Love at First Sight (3741) 8.30 The Street (7321) 7.00 All the News That's Fit to Print (520112) 8.00 Full House (21471) 8.30 Murphy Brown (1524) 9.00 Clueless (31673) 10.00 Studs (64499) 10.30 China Beach (56573) 11.30pm Fashion TV (19012) 12.00 Pegeen from Sylex

SKY SPORTS

● Via the Astra and Marcopolo satellites.
 6.30am Stompe (2235858) 8.30 Nightline (34019) 10.00 Dayline (11470) 12.30 Beyond 2000 (12376) 11.30 Japan Business Today (444722) 11.45 The Story of the Beautiful (139787) 12.30pm Good Morning America (16652) 1.30 Good Morning America (17321) 2.30 Parliament Live (7472180) 3.15 Parliament Live (533166)
 4.30pm The Story of the Beautiful (139787) 5.00 Facts of Life (6963) 5.30 Diff'rent Strokes (3128) 6.00 Love at First Sight (3741) 8.30 The Street (7321) 7.00 All the News That's Fit to Print (520112) 8.00 Full House (21471) 8.30 Murphy Brown (1524) 9.00 Clueless (31673) 10.00 Studs (64499) 10.30 China Beach (56573) 11.30pm Fashion TV (19012) 12.00 Pegeen from Sylex

SKY MOVIES+

● Via the Astra and Marcopolo satellites.
 6.00am Stompe (2235858) 8.30 Nightline (34019) 10.00 Dayline (11470) 12.30 Beyond 2000 (12376) 11.30 Japan Business Today (444722) 11.45 The Story of the Beautiful (139787) 12.30pm Good Morning America (16652) 1.30 Good Morning America (17321) 2.30 Parliament Live (7472180) 3.15 Parliament Live (533166)
 4.30pm The Story of the Beautiful (139787) 5.00 Facts of Life (6963) 5.30 Diff'rent Strokes (3128) 6.00 Love at First Sight (3741) 8.30 The Street (7321) 7.00 All the News That's Fit to Print (520112) 8.00 Full House (21471) 8.30 Murphy Brown (1524) 9.00 Clueless (31673) 10.00 Studs (64499) 10.30 China Beach (56573) 11.30pm Fashion TV (19012) 12.00 Pegeen from Sylex

SCREENSPORT

● Via the Astra satellites.
 6.00am Screen Report, Switzerland (61347) 8.00 European Football Championships (21673) 10.30 Football (59473) 12.00 Football (59934) 1.30 European Cup (59473) 2.30 Nightline (34019) 4.00pm Outburst (1991) 5.00 Facts of Life (6963) 5.30 Diff'rent Strokes (3128) 6.00 Love at First Sight (3741) 8.30 The Street (7321) 7.00 All the News That's Fit to Print (520112) 8.00 Full House (21471) 8.30 Murphy Brown (1524) 9.00 Clueless (31673) 10.00 Studs (64499) 10.30 China Beach (56573) 11.30pm Fashion TV (19012) 12.00 Pegeen from Sylex

SKY CHANNEL

● Via the Astra and Marcopolo satellites.
 6.15pm The Tender Trap (1995) 8.30am The Comedy Channel (168173)
 10.15 The Boy and the Pirates (1960) 11.30 The King and I (1956) 12.30pm The King and I (1956) 1.30pm The King and I (1956) 2.30pm The King and I (1956) 3.30pm The King and I (1956) 4.30pm The King and I (1956) 5.30pm The King and I (1956) 6.30pm The King and I (1956) 7.30pm The King and I (1956) 8.30pm The King and I (1956) 9.30pm The King and I (1956) 10.30pm The King and I (1956) 11.30pm The King and I (1956) 12.30pm The King and I (1956) 1.30pm The King and I (1956) 2.30pm The King and I (1956) 3.30pm The King and I (1956) 4.30pm The King and I (1956) 5.30pm The King and I (1956) 6.30pm The King and I (1956) 7.30pm The King and I (1956) 8.30pm The King and I (1956) 9.30pm The King and I (1956) 10.30pm The King and I (1956) 11.30pm The King and I (1956) 12.30pm The King and I (1956) 1.30pm The King and I (1956) 2.30pm The King and I (1956) 3.30pm The King and I (1956) 4.30pm The King and I (1956) 5.30pm The King and I (1956) 6.30pm The King and I (1956) 7.30pm The King and I (1956) 8.30pm The King and I (1956) 9.30pm The King and I (1956) 10.30pm The King and I (1956) 11.30pm The King and I (1956) 12.30pm The King and I (1956) 1.30pm The King and I (1956) 2.30pm The King and I (1956) 3.30pm The King and I (1956) 4.30pm The King and I (1956) 5.30pm The King and I (1956) 6.30pm The King and I (1956) 7.30pm The King and I (1956) 8.30pm The King and I (1956) 9.30pm The King and I (1956) 10.30pm The King and I (1956) 11.30pm The King and I (1956) 12.30pm The King and I (1956) 1.30pm The King and I (1956) 2.30pm The King and I (1956) 3.30pm The King and I (1956) 4.30pm The King and I (1956) 5.30pm The King and I (1956) 6.30pm The King and I (1956) 7.30pm The King and I (1956) 8.30pm The King and I (1956) 9.30pm The King and I (1956) 10.30pm The King and I (1956) 11.30pm The King and I (1956) 12.30pm The King and I (1956) 1.30pm The King and I (1956) 2.30pm The King and I (1956) 3.30pm The King and I (1956) 4.30pm The King and I (1956) 5.30pm The King and I (1956) 6.30pm The King and I (1956) 7.30pm The King and I (1956) 8.30pm The King and I (1956) 9.30pm The King and I (1956) 10.30pm The King and I (1956) 11.30pm The King and I (1956) 12.30pm The King and I (1956) 1.30pm The King and I (1956) 2.30pm The King and I (1956) 3.30pm The King and I (1956) 4.30pm The King and I (1956) 5.30pm The King and I (1956) 6.30pm The King and I (1956) 7.30pm The King and I (1956) 8.30pm The King and I (1956) 9.30pm The King and I (1956) 10.30pm The King and I (1956) 11.30pm The King and I (1956) 12.30pm The King and I (1956) 1.30pm The King and I (1956) 2.30pm The King and I (1956) 3.30pm The King and I (1956) 4.30pm The King and I (1956) 5.30pm The King and I (1956) 6.30pm The King and I (1956) 7.30pm The King and I (1956) 8.30pm The King and I (1956) 9.30pm The King and I (1956) 10.30pm The King and I (1956) 11.30pm The King and I (1956) 12.30pm The King and I (1956) 1.30pm The King and I (1956) 2.30pm The King and I (1956) 3.30pm The King and I (1956) 4.30pm The King and I (1956) 5.30pm The King and I (1956) 6.30pm The King and I (1956) 7.30pm The King and I (1956) 8.30pm The King and I (1956) 9.30pm The King and I (1956) 10.30pm The King and I (1956) 11.30pm The King and I (1956) 12.30pm The King and I (1956) 1.30pm The King and I (1956) 2.30pm The King and I (1956) 3.30pm The King and I (1956) 4.30pm The King and I (1956) 5.30pm The King and I (1956) 6.30pm The King and I (1956) 7.30pm The King and I (1956) 8.30pm The King and I (1956) 9.30pm The King and I (1956) 10.30pm The King and I (1956) 11.30pm The King and I (1956) 12.30pm The King and I (1956) 1.30pm The King and I (1956) 2.30pm The King and I (1956) 3.30pm The King and I (1956) 4.30pm The King and I (1956) 5.30pm The King and I (1956) 6.3

BUSINESS TIMES

THURSDAY JUNE 18 1992

BUSINESS EDITOR JOHN BELL

SPORT
31-36TODAY IN
BUSINESS

TELEPHONE SALES



BT is making an aggressive marketing drive, and is one of three telephone operators most likely to emerge as global suppliers of a range of telecommunications services

Page 23

THRIFTY

Retail sales rose modestly in May, but consumer caution means that the economic upturn has not blossomed yet

Page 21

SHORT CIRCUIT



Philips Electronics, the Dutch consumer group, has said second-quarter profits will be sharply lower this year

Page 20

RADICAL

The Pakistan government has broken with the Muslim fundamentalists and taken radical steps to liberalise the economy

Special Report

Pages 29-30

ETHICS

Robert Bruce, associate editor of Accountancy Age, discusses the question of ethical guidance

Page 27

John Talbot from Arthur Anderson, administrator to the private Maxwell companies that nominally control 51 per cent of MGN's shares

THE POUND

US dollar
1.8582 (+0.022)
German mark
2.9252 (+0.0100)
Exchange Index
93.0 (+0.2)

Bank of England official rates (4pm)

STOCK MARKET

FT 30 share
2022.1 (-14.9)
FT-SE 100
2598.4 (-17.8)
New York Dow Jones
3222.00 (-7.49)
Tokyo Nikkei Avge
16445.80 (-507.73)

INTEREST RATES

Bank of England
Bank rate
10.50%
Bank of England
Official rate
10.50%
Bank of England
Bank rate
10.50%
Bank of England
Official rate
10.50%

CURRENCIES

London
\$1.8549
£ DM1.5773
\$ SFr1.4193
£ FFr1.6107
\$ Yen127.07
Index93.0
\$242.58
£ SDR1.623
ECU1.424966
\$ SDR1.31261

London forex market close

GOLD

London Fixing:
Am 9020 10pm 342.00
close 3242 10-342.60 (184.30-
184.80)
New York:
Comex \$321.5-342.65*

NORTH SEA OIL

Brent (Jul) \$21.10 bbl (\$21.25)
Retail Prices

RPI: 139.3 May (1987=100)
* Denotes midday trading price

18

Burrington and Guest ousted to calm investors and banks

Mirror coup
puts Clark
in the chair

BY ANGELA MACKAY

SIR Robert Clark, the former deputy chairman of TSB Group and a long-time adviser to the late Robert Maxwell, has been appointed chairman of Mirror Group Newspapers before the company's planned relisting on the stock exchange in two weeks' time.

Ernest Burrington, 65, has stepped down as chairman, but will remain with the company as a non-executive director until MGN's annual meeting in July. Lawrence Guest has resigned as finance director and will leave the company. His replacement was not announced. Between them, the two men worked for Mirror Group for 70 years and were two of the late Robert Maxwell's trusted lieutenants.

Their resignations follow two days of formal and informal board meetings at which it was concluded that the company must change the faces of those at the top to calm institutional shareholders and the company's bankers, who are being asked to provide new loans of about £300 million.

A boardroom split is thought to be behind the coup, with Sir Robert, the non-executive deputy chairman, and Alan Clements, a fellow non-executive director, leading the charge. They were supported by some of the executive directors.

Internally, Mr Burrington had not been a popular choice as chairman. A former Maxwell executive said: "Ernie had been about to retire and instead was handed the biggest job of his career". Mr Guest, who joined the group in 1962 as an accountant from Deloitte Plender Griffiths, had been put under pressure from outside the group to resign.

John Talbot from Arthur Anderson, administrator to the private Maxwell companies that nominally control 51 per cent of MGN's shares

pledged against bank loans, informally approved the board's move. About 55 per cent of MGN is held by National Westminster, Lloyds, Midland and Goldman Sachs, which accepted the shares from Mr Maxwell as security for loans to private Maxwell companies.

Slaughter and May, the solicitor, and later joined Hill Samuel Bank, of which he was chairman between 1974 and 1987. During his time at Hill Samuel, Sir Robert advised Robert Maxwell on his attempted acquisition of *News of the World*, now part of the News International group.

The late Robert Maxwell floated 49 per cent of MGN in May last year. Its shares were suspended in December along with those of its biggest shareholder, Maxwell Communications Corp.

Next week, MGN plans to announce its 1991 results, which will show write-offs of about £300 million to account for money siphoned out of the group as well as cash lent to the company from other parts of the group.

□ NMRA Retail Audit, part of AGR, Robert Maxwell's British market research company, has been sold for £1 million to a joint venture formed by Information Resources of Chicago and Addison Consultancy of the UK.

Black presses on, page 20
Letters, page 23

Long-term adviser to Maxwell: Sir Robert Clark, the new head of MGN

Trustee admits moral obligation to Maxwell pensioners

BY NEIL BENNETT
BANKING CORRESPONDENT

THE trustee of the Maxwell Foundation, the secretive Liechtenstein charity, said he had a moral obligation to help Maxwell pensioners and would try to use the foundation's funds to compensate them.

Werner Keicher, a solicitor with the company that manages the foundation, and the foundation's sole executive trustee, also promised that Kevin Maxwell, the late Robert Maxwell's son, would "never get a cent" out of the pension funds, said it welcomed any assistance for the pensioners.

Robert Maxwell, who died last November, left 32,000 present and future

pensioners of more than £450 million during the last months of his life in an attempt to prop up his failing empire.

Herr Keicher said the foundation owned 100 per cent of Swico Anstalt, a Liechtenstein holding company. This, in turn, owns 100 per cent of Peragon Holdings US Inc (Phus), and 89 per cent of Sphere, a California computer business.

Investigators want to discover if Phus still holds any assets that belong to the pensioners or to the Maxwell private companies. At one point, Phus was used to pay Kevin Maxwell's salary. Information is also sought on what assets, if any, still lie in Liechtenstein.

Herr Keicher said he would be able to value Swico's assets within a few weeks once he had received balance sheets from the American businesses.

The foundation also held a stake of up to 10 per cent in Maxwell Communication Corporation, Mr Maxwell's largest company, but the shares became worthless when the group collapsed.

At the press conference, Kamel Braxator, a director of Allgemeines Treuunternehmen, said that Mr Maxwell's six other trusts, called Alandra, Baccano, Kiera, Jungo, Corry and Akim, had been used to buy shares secretly in Maxwell companies. The trusts still hold more than 10 million shares in MCC and Mirror Group Newspapers.

Keicher: pledge

Comment, page 23

C&W rings up 6% advance

BY GEORGE SIVELL

CABLE & Wireless, the telecommunications group that owns Mercury, the emerging rival to BT, defied the recession yesterday to raise annual profits 6 per cent to £644 million, despite charging £70 million of exceptional spending to profits.

At the trading level Cable raised profits 27 per cent to £177 million on sales up 22 per cent to £3,176 million. Total dividend for the year rises 12.3 per cent to 13.25p out of earnings, which slipped 4 per cent to 30.1p.

Mercury raised trading profits by 34 per cent to £155 million and can look forward to benefits from the recently announced Ofel restrictions on BT. C&W continues to benefit from 58 per cent ownership of Hong Kong Telecom which announced a 29 per cent rise in trading profit to £483 million.

On prospects, Lord Young, the recent announcement

by Ofel, broadly favourable to Mercury, should ensure that it continues to gain market share. Mercury has a target of some two million customers in the mid-nineties.

Cable and Wireless's so-called global digital highway, a fibre optic cable running from Europe to North America and the Pacific Rim, is now in operation. Lord Young said it is provided a base from which to develop and expand in the international telecommunications industry.

Lord Young disclosed that Mercury Personal Communications, half of which is owned by Cable, and half by US West, will start a new mobile phone service from next year. Initially it will operate within the M25 orbit and will gradually be introduced around the country.

The recent announcement

Tempus, page 22

Increase in
jobless
continues

GOVERNMENT figures out today are expected to show that the number out of work rose by 30,000 in May, pushing the total well above 2.7 million. In April, the number of jobless, after seasonal adjustment, surged by 43,600 to 2,695,300, or 9.5 per cent of the workforce (Colin Narborough writes).

City concern is that, after two years of rising unemployment, further substantial increases will put additional burdens on the government's deteriorating finances.

Britain will suffer a bigger increase in unemployment than other European nations this year, according to a Labour party report. It said the number out of work would reach 3 million for the first time in a decade.

Sales improve, page 21

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AND YOUR COMPANION
GO STRIKE
TO SELECTED U.S. CITIES

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Twins pursue their towering dream

BY MATTHEW BOND

ROY and Don Richardson, the Black Country property developer twins, confirmed yesterday they were interested in buying Canary Wharf, the troubled office complex in London's Docklands.

Speaking from his West Midlands headquarters in Dudley, Roy Richardson said that within the next few days a consortium in which a Richardson company would play an important part would be making an offer to the administrators now running Canary Wharf. Mr Richardson emphasised that the consortium would be looking for an early response from the administrators.

Mr Richardson said the

consortium's interest in Canary Wharf was "dead serious". "We think Canary Wharf is not just the deal of the decade but the steal of the century." He envisaged no problems in financing an offer, but would not be drawn on how much the consortium was willing to pay. Canary Wharf cost Olympia & York, its developer, more than £1.5 billion to build.

A successful offer for Canary Wharf would realise the Richardsons' ambition of owning Britain's tallest building. Their earlier and much publicised scheme to build a huge tower within the Dudley enterprise zone has so far come to nothing.

The Richardsons are also interested in buying back the



Roy Richardson: serious

Information on the U.S. flight and airport frequencies is available from the U.S. Consulate in London, 100 Pall Mall, London SW1Y 5AU. Tel: 0171-830 0000. Please note that the U.S. Consulate in London is not responsible for the accuracy of the information contained in this advertisement.

Recovery hope for Philips is shattered

By OUR CITY STAFF

PHILIPS Electronics, the Dutch consumer electronics group that was thought to be on the verge of recovery after two difficult years, stunned investors by issuing a warning that second-quarter profits would be substantially below last year's.

Philips said the decline in demand for consumer electronics appeared to have deepened in the second quarter; the company would not match last year's second-quarter earnings of 187 million guilders (£57 million). "Whilst we are maintaining market share in our consumer electronics and components divisions," it said, "price erosion and under-utilisation of capacity have caused lower than anticipated results."

A better-than-expected performance in other divisions would not compensate for the shortfall.

Philips' shares plunged after the announcement, trad-

ing down 2.80 guilders, or 7.4 per cent, to 35.20 guilders, as analysts heavily cut their forecasts for the full year.

"It is quite a severe shock," said Frans van Schalk, an analyst with Barclays de Zoete Wedd in Amsterdam. "The confidence in the company has been shaken." Joost van Beek, of Pierson Holding en Pierson, a merchant bank, said: "We had an analysis meeting last week, and they said nothing about this."

Analysts expect to end up hacking 200 million to 300 million guilders off 1992 forecasts, which had ranged between 1.17 billion and 1.24 billion from normal operations. In 1991, Philips earned 981 million guilders.

However, most say resumption of dividends will probably not be jeopardised. Philips last paid a two-guilder dividend in 1989. "The market for consumer electronics is disastrous," said Paul Hendriks of Kleinwort Benson, in London. He said most of the world's competitors in audio, television and video cassette recorders were losing money. The American market was bottoming out but Europe was getting worse.

Angela Dean, at Morgan Stanley, in London, said the first confirmation of this could come from Finland's Nokia Data, the results of which are due today. Later, the effects would be seen in the results of Japanese companies such as Sony, Philips' arch-rival.

Philips, the chairman of which is Jan Timmer, also said that if the present trend in consumer electronics continued in the second half of 1992, it was unlikely that net profits from normal business operations would equal 1991's second-half earnings of 659 million guilders. Philips is due to report its second-quarter results on August 6.

In recent weeks, Philips' shares rose as a result of investors' belief that Mr Timmer was succeeding in his effort to improve the bottom line. Costs and overheads have fallen as a result of the shedding of 60,000 jobs.

Last month, shareholders approved refinancing proposals that resulted in a £4.6 million reduction in indebtedness and fixed an interest of 1 per cent on a further £1.6 million of debt until January 1994.

The interest saving is expected to be in excess of £800,000 a year.

Management accounts for the first quarter of 1992 show the group traded at a profit, benefiting from reduced interest charges and the elimination of loss-making businesses.

The company said it had yet to see evidence of an economic recovery, but further operational efficiencies were expected this year.

Argyll chairman's pay rises by 88%

By DEREK HARRIS

SIR Alistair Grant, the chairman and chief executive of the Argyll food retailing group, which includes the Safeway supermarkets chain, saw his remuneration rise almost 88 per cent last year because of an accumulated payment under a long-term incentive plan.

Sir Alistair was paid £973,000 last year, compared with £518,000 the year before.

This payment compares with the £1,084,000 paid to Sir Iain MacLaurin, Tesco's chairman, which included a salary of £606,000, and the £221,000 remuneration of Lord Sainsbury, chairman of J. Sainsbury.

Under Argyll's long-term incentive plan, eight directors shared £1.8 million paid out for the three years from 1989 to 1991 as a reward for boosting the financial performance of the group. Sir Alistair's share was £444,000. Ten senior employees not on

the board also benefited, sharing another £1.1 million.

Sir Alistair's annual incentive payments, on the other hand, were reduced by more than a quarter, dropping to £113,000 against £153,000 the year before. But a salary increase of 14 per cent, bringing in £416,000, effectively cancelled out this shortfall.

His standard remuneration, aside from the incentive payment, was £529,000 against £518,000 the year before. The long-term incentive scheme, recommended by a remuneration committee of non-executive directors, is based on growth in earnings per share and share price over the three-year period.

During the period, earnings per share grew 53 per cent and the share price by the same percentage. Another three-year plan is in operation with any payouts due in the 1994 financial year.



Founder's recipe: Kenneth Wood, who started Kenwood, with an original mixer

Kenwood chief mixes fortune

By OUR CITY STAFF

RIVA Group, the electronic point-of-sale equipment supplier that agreed a debt restructuring with its principal bankers last December, incurred losses of £3.2 million in 1991. There is again no dividend for the year.

The deficit included an operating loss of £105,000 and an exceptional charge of £1.15 million against refinancing and restructuring costs. There was a loss of 12.3p a share.

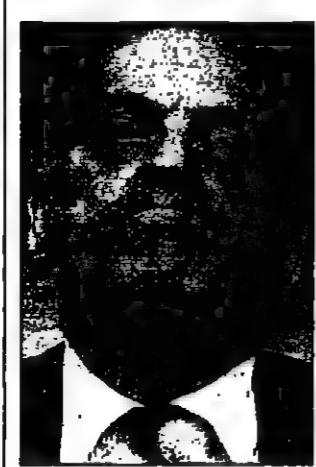
In 1990, Riva earned taxable profits of £778,000, with earnings of 2.4p a share. But last year the company was severely hit by a slump in demand for its products from the recession-struck retail sector, which had a severe impact on margins.

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The company said it had yet to see evidence of an economic recovery, but further operational efficiencies were expected this year.



Timmer: costs cut

Black presses on with News bid

By PHILIP ROBINSON IN NEW YORK

ADVISERS to Conrad Black, owner of the *Telegraph* group, said his bid for the *New York Daily News* would be unaffected by claims on the newspaper totalling \$210 million (£116 million) from creditors in London.

The *News*, under the protection of the bankruptcy court, is owned by the private interests of the late Robert Maxwell. Within the past four days, five claims have been made against it. They seek the return of money allegedly siphoned out of London into New York by Mr Maxwell.

Arthur Andersen, the accountant and court-appointed administrator of Mr Maxwell's private companies, filed four claims totalling \$94.3 million and 75 others with no specific figures, pending further investigation.

Mirror Group Newspapers has filed a claim totalling \$114.7 million. The claim charges the *News* with aiding and abetting Mr Maxwell in a breach of his fiduciary duty to the *Mirror Group*.

A spokesman confirmed that the money had been placed in the paper's accounts but said it was transferred out shortly after Mr Maxwell's death last November. He claimed that the *News* never took title to the money.

The board also benefited, sharing another £1.1 million.

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Ford foreign sales reach record

By KEVIN EASON, MOTORING CORRESPONDENT

FORD'S switch from the struggling home market to export production has led to new sales records abroad.

Sales of cars, vans and engines to the Continent have reached £700 million so far this year.

The company said yesterday that it had shipped 78,685 cars and commercial vehicles abroad in the first four months of this year, a 26 per cent increase over the same period of last year.

Ford became Britain's biggest motor exporter last year with export shipments of 186,000 cars and commercial vehicles and a million engines.

because of its reliance on the home market for sales. The plant was the sole production centre for the British Escort and Orion cars, but with the market collapsing, Ford started exports only in the past two years.

So far, 11,282 cars and vans have been sent abroad, helping the plant to return to full-time production after working a period of three-day weeks last year.

Meanwhile, the Southampton Transit van plant is running exports ahead of last year's performance with 55 per cent of output going abroad.

Country Casuals changes into a £22.2m City suit

By JON ASHWORTH

SHARES in Country Casuals, the women's fashion retailer, have been priced at 130p, valuing the company at £22.2 million.

The placing of 8,282,842 shares is expected to be oversubscribed. Country Casuals will receive £1.6 million net of expenses. Dealings are due to start on June 25.

Country Casuals was bought from Coats Viyella in March 1989 through a management buy-in.

John Shannon, the chairman, Christina Challinor, the marketing and merchandising director, and Mark Sunce, the finance and strategy director, previously worked together at Laura Ashley.

A successful placing may help bury speculation over the company's links with Oasis, a women's fashion chain specialising in Indian clothing. The placing of 8,282,842 shares is expected to be oversubscribed. Country Casuals will receive £1.6 million net of expenses. Dealings are due to start on June 25.

Family firm

THE TIMES THURSDAY JUNE 18 1992

Computer link-up by Welsh utility

By MARTIN WALLER

SOUTH Wales Electricity has set up a joint venture with South Western, another electricity distributor, to create a £32 million joint computer network to serve their 2 million customers. The move has been seen as a rejection of Welsh Water, a 15 per cent hostile shareholder in South Wales.

The venture will operate from South Wales' Cardiff headquarters and will use IBM equipment. The computer system will be completed in three years. Welsh Water uses an ICL system and has said one rationale for its stake in South Wales is the cost savings available if both companies' accounting systems are merged.

South Wales and South Western have already merged their retail activities and the latest move is seen as a further rapprochement across the Bristol Channel.

But Graham Hawker, the managing director of Welsh Water, denied he was disappointed at the news.

"I'm glad to see they are beginning to appreciate the value of co-operation between utilities, because that's what we've been saying all along."

"There is nothing in what they have done that would take away in the long term from what we want to do," he added.

Welsh Water says it is keen to talk about the synergy benefits from putting the two accounting systems together but has always been rebuffed by South Wales.

■ Marweb, the distributor that the City today expects to report an 80 per cent rise in pre-tax profits for the latest financial year, has won significant new contracts to supply electricity to five ICI works, including the giant Teesside chemicals complex. ICI is Britain's largest industrial power consumer.

The five sites will take an annual consumption of 2,200 GWh. With the exception of Teesside, the contracts will run for 12 months from next month. At Teesside the contract will expire in March 1993.

BETTER BUSINESS SUMMERY

Lasmo sells onshore interests to Pentex

LASMO, the oil and gas exploration and production company, has agreed to sell its UK onshore oil interests to Pentex Oil, a privately owned Scottish company, for \$8 million. The sale comprises Lasmo's interests in 15 onshore licences, including the Stockbridge, Singleton and Hornbeam oilfields, which currently produce a net 850 barrels a day. John Hogan, Lasmo North Sea managing director, said the sale was part of a tidying-up exercise decided after last year's acquisition of Ultramar.

Pentex, based in Aberdeen, was founded in 1981 and has interests in several UK onshore and offshore operations with gas and oil licences, as well as activities in Italy. Its main production assets, bought from British Petroleum in 1989, are located in the east Midlands. The management team, led by Henry Cameron, is backed by a syndicate of international banks led by Bank of Scotland. News of the disposal disappointed energy analysts, who had expected an update on a proposed sale of shares in Lasmo's downstream assets in Canada. These were acquired as part of Ultramar. Lasmo has not said when the price of the offering will be announced. Michael Favis, finance director, said marketing of the offer continued satisfactorily. Lasmo shares were unchanged at 209p.

Chemring advances

FIRST-HALF pre-tax profits at Chemring, the radar equipment to distress signals group based in Portsmouth, rose 9.9 per cent from £2.41 million in the comparable period to £2.65 million in the 26 weeks to March 27, on turnover ahead 19.9 per cent to £18.5 million. The interim dividend is raised 10.1 per cent from 9.9p to 10.9p. Fully diluted earnings are up 13.2 per cent to 35.54p (31.39p).

Waterford cuts costs

WATERFORD Wedgwood, the crystal and ceramics group that reduced pre-tax losses from £21.4 million to £2.7 million in 1991, will continue cost-cutting and rationalisation. Donald Brennan, chairman, said at the annual meeting that the market showed no signs of improvement. Three of Wedgwood's manufacturing units have been closed; Waterford Crystal is cutting staff and changing products, procurement and distribution.

Craig & Rose in red

CRAIG & Rose, the Edinburgh paint and varnish maker and supplier of wallcoverings, slid into the red with a pre-tax loss of £20,000 in the year to end-December, against a profit of £126,000 last time. Turnover climbed from £5.59 million to £5.62 million. There is a deficit of 5p a share, against earnings of 21.75p a share previously. The final dividend is trimmed to 12.5p a share (13p), giving a reduced total payout of 14.5p (15p) a share for the year.

Mountview payout up

MOUNTVIEW Estates, the property dealer and investor, is raising its final dividend to 10p (9p) a share, giving a total payout of 18p (15p) for the year, despite an 18.7 per cent decline in full-year profits. Pre-tax profits fell to £6.56 million in the year to end-March, down from £8.07 million last time, as turnover slipped from £14.1 million to £13.7 million. Earnings dropped to 95.8p a share, against 116.1p previously.

Booth pegs dividend

BOOTH Industries, the structural steel engineer, saw pre-tax profits slump from £983,607 to £677,281 in the year to end-March. Turnover slipped to £30.8 million (£32.5 million). Earnings per share declined to 10.58p (15.99p). A final dividend of 2.5p a share makes 3.2p for the year, both unchanged. The company said it was "pleasing" to be able to report profits at two-thirds the level of the past two years in the face of severe recessionary conditions.

Bouygues out of talks

GERMANY'S Treuhand privatisation agency said Bouygues, the French construction and media group, had withdrawn from talks about the acquisition of Elbo Bau, the biggest construction group in eastern Germany. The Treuhand said a representative of the French company had told Guenter Rexrodt, a Treuhand board member, that the planned acquisition of Elbo would tie up too much of Bouygues' finances and personnel.

BICC sells in Australia

BICC, the international cables and construction group, said Metal Manufacturers, its Australian subsidiary, had agreed to sell its electrical and mechanical engineering contracting business for Aus\$2 million (£800,000). BICC said the buyer of MM Construction was a firm controlled by a group of private investors associated with Douglas Lowrey, former chief executive of McConnell Dowell Corp. Completion of the sale is to take place on June 30.

Wace shares drop

SHARES in Wace Group, the pre-press services company, fell 19p to 124p after Frans ten Bos, the chairman, told the annual meeting of poor trading conditions in April and May. In Britain, printing and pre-press operations are finding times particularly difficult and pressure on margins continues to be acute. Market conditions are difficult in America, though operations in Europe are ahead of budget for the first five months of 1992.

THE TIMES

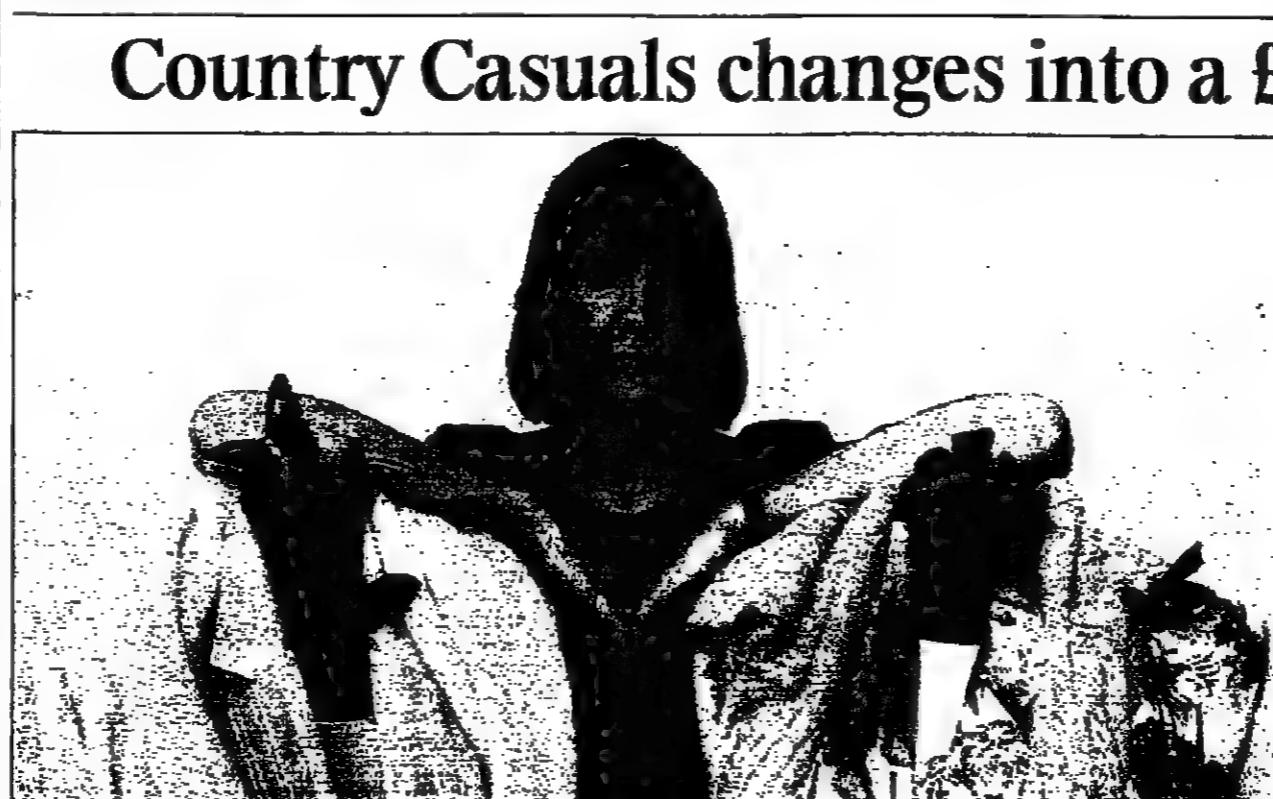
BUSINESS TO BUSINESS

APPEARS EVERY FRIDAY

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TEMPUS

Cable and Wireless dials the right number

LORD Young can continue to claim that Cable and Wireless's profits have risen every year since privatisation, but only just. Profits, before tax, rose 6 per cent to £644 million in the year to end-March. This was at the top end of a range of City estimates from £635 million to £650 million. But analysts are in no hurry to raise forecasts much from the £750 million or so expected for the current year.

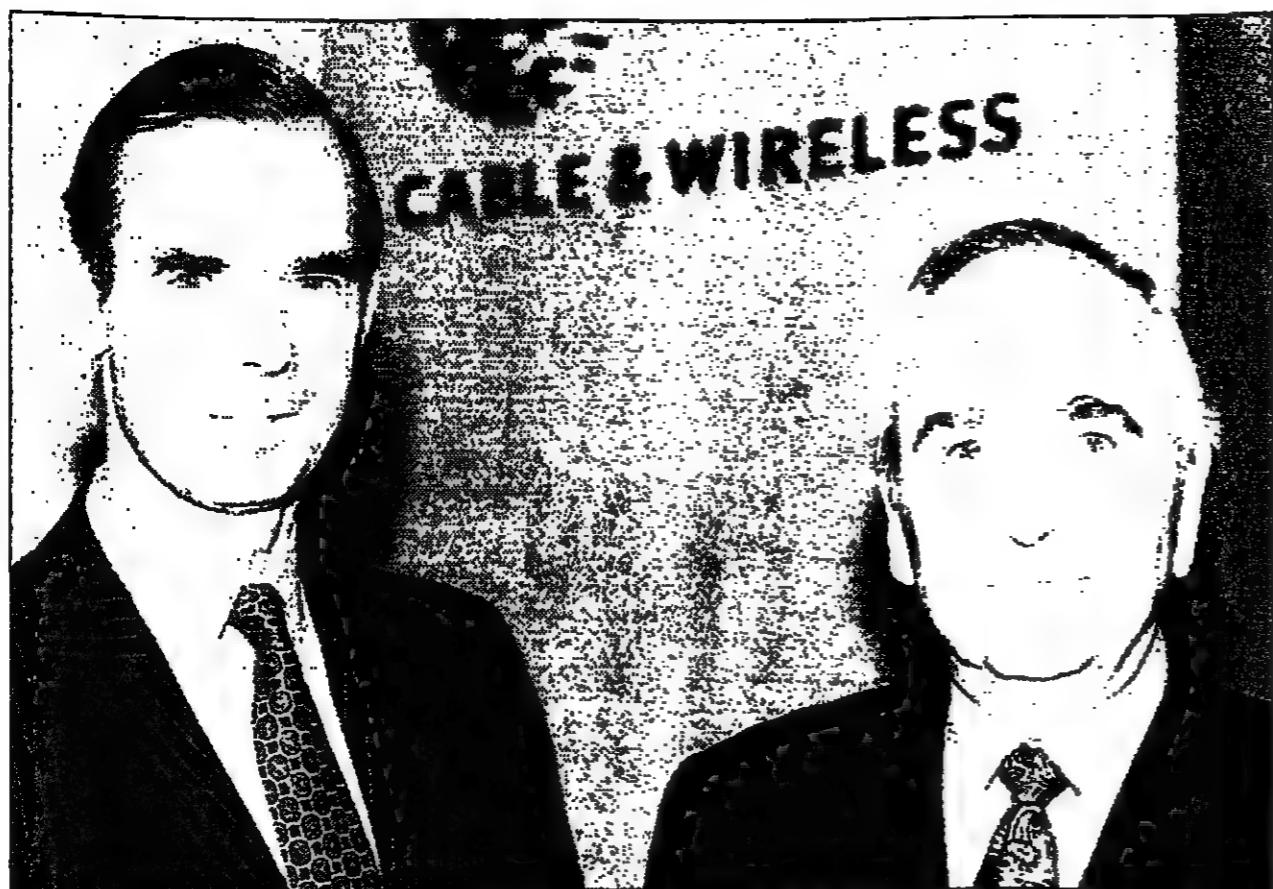
Capital expenditure on HK Telecom and Mercury is said in the City to be a touch more than thought, at £2.7 billion over the next three years. Debts ended the year at a modest 26 per cent of shareholders' funds, but could be 40 per cent in a year's time.

Profits in the year just ended were held back by the expected £52 million exceptional cost of the merger of Mercury Personal Communications with Unitel and the rationalisation of international data networks into Cable and Wireless Worldwide Services. C&W managed a rise of no less than 27 per cent to £727 million at the trading level.

C&W will always be subject to vagaries in its worldwide operations. It can now be much more sure of the regulatory environment in both Britain and Hong Kong. Mercury is pleased with the recent restrictions Ofcom placed on BT. The new regulatory regime in Hong Kong at least brings certainty.

C&W, which owns 58 per cent of HK Telecom, keeps the domestic franchise until 1995, after which it is open to competition, but keeps the international franchise until 2006. A system of profit control has been replaced by a UK-style RPI minus four formula.

The full-year dividend is up 12 per cent to 13.25p a share and more than 15p is likely for the current year, leaving the yield a historic 3.1 per cent and a prospective 3.5 per cent.



Profits advance again: James Ross, chief executive of Cable and Wireless, and Lord Young, chairman

At yesterday's price of 558p, up 18p, the shares stand on a multiple of 16.6 times' prospective earnings. C&W was tipped by this column in January as a defensive stock for 1992 at 590p. Hold.

Gestetner

GESTETNER Holdings has had to bite the bullet as a growing number of companies cut back or deferred capital expenditure because of the worldwide recession.

The difficult trading conditions affecting the office equipment and photographic distributor pushed pre-tax profits down to £8.2 million (£21.7 million) in the six months to end-April.

Gestetner's office systems

markets took a turn for the worse from March last year, with Europe, accounting for about 60 per cent of sales and 90 per cent of profits, deteriorating dramatically. The division was affected by margin erosion, the disposal of excess stocks at lower prices and recessionary pressures. Trading profit dived to £17 million (£31.4 million), with the fall exacerbated by a £3 million loss at Gestetner Canada (£500,000 profit before interest and tax). Action has been taken to stem the losses and a return to profit is hoped for by the year-end.

Trading conditions are not improving but Gestetner is tackling its cost base. Substantial costs have been taken out of the business, including last year's 10 per

cent reduction in the total workforce. Net debt stood at £96.4 million, including convertible unsecured loan stock of £37.9 million for gearing of 40 per cent, against 114 per cent a year earlier and 57 per cent at the last year-end. Gestetner should also reap benefits from its strategic alliance with Ricoh, the Japanese company that took a 24.2 per cent stake last September, providing it with the most modern equipment.

The interim dividend is held at 1.8p a share, from fully diluted earnings of 3.8p (10.4p) a share.

The company is well placed for recovery — when it arrives — as it has relatively high operational leverage. Analysts forecast full-year pre-tax

profits of £23 million, giving prospective earnings of 9.8p a share and putting the shares on a forward multiple of nearly 14 times. This is a 10 per cent discount to the market but until a recovery, shareholders will have to be content with a relatively chunky yield of 8.3 per cent.

NFC

Those collecting auguries of the end of the recession might care to note that NFC, the reborn National Freight Consortium, has just ordered 650 new trucks. They will boost its fleet to 2,200 (compared with 3,000 in the halcyon days of 1989).

There is precious little else to encourage in the interim figures from the group, the

pre-tax profits will be between £90 million and £100 million, against £93.7 million last time. Stephen Clapham, at Nomura Research Institute, is going for £95 million.

This would put the shares on 18 times' prospective earnings, suggesting that most of the potential uplift from economic recovery is already built into the price.

STOCK MARKET

BAe shares hit a spot of turbulence

SHARES in British Aerospace fell 13p to 293p amid City concern that John Cahill, the new chairman, is about to start wielding his axe with a vengeance. Analysts came away from a meeting with Mr Cahill in a gloomy mood after he outlined his view of the group a few weeks into the hot seat. No figures were mentioned, but it seemed clear from his tone the group faced an uphill struggle.

The analysts think Mr Cahill will first focus his attention on the group's regional aircraft operation which last year suffered big losses. Cuts in production have already been made across the board with the industry remaining in the grip of recession. But there are now fears that BAe may halt production of its 146 medium-sized jet aircraft used for short-haul flights. It is estimated 38 146s are currently overhanging the market, sitting on runways or mothballed in hangers.

But any cuts in production will inevitably result in increased charges that are likely to leave a hole in the group's coffers partially replenished by last year's controversial rights issue.

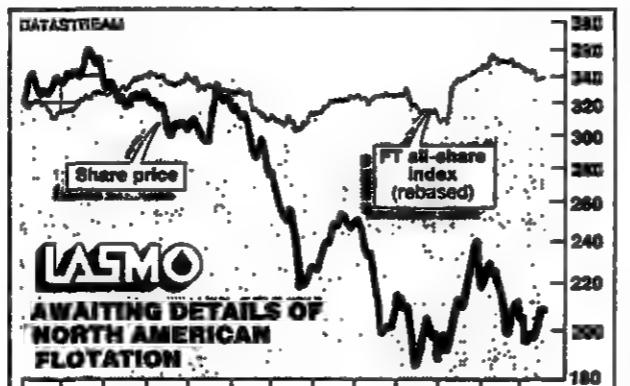
The rest of the equity market took its lead from heavy overnight falls on New York and Tokyo. Market-makers spent a nervous session marking prices sharply lower after

seeing the Nikkei at a new low, dropping below the 17,000 level. They were anxious to see how Wall Street would react to events in Japan. In the event, the Dow Jones made a confident start but quickly lost ground dragging London with it.

The FT-SE 100 index closed near its low for the day dipping below the 2,600 level with a fall of 17.9 points to 2,598.4 in thin trading which saw only 423 million shares change hands. Dealers reported only minimal selling pressure.

Government securities attracted selective support closing with gains of 1% on the longer end of the market.

A better than expected set of May retail sales figures showing a small rise of 0.3 per cent provided a brief fillip for the stores sector. It was the second monthly rise in consumer spending and regarded as encouraging by traders. Leading the way higher was Boots with a jump of 12p to 447p helped by a buy recommendation from Warburg Securities, the broker. Gains were also recorded in Argos 3p to 267p, Great Universal Stores A 15p to £15.30, Marks and Spencer 4p to 336p, and Storehouse 4p to 149p. Next also bounced 5p to 95.1p after a visit to the company by Credit Lyonnais Laing, the broker, which reported sales have grown by



12 per cent, so far, this year on less floor space.

But there was little to cheer in the pharmaceuticals sector with prices again under pressure from drug weakness and excess stock on market-makers' books. Fisons were

telling clients to buy the shares for a bid or recovery after their recent sharp fall on the back of a profits warning.

The drinks companies were left flat by the latest figures from the Brewers' Society showing beer production fall-

ing another 1 per cent in March. Volumes continue to fall with drinkers spending less on beer and spirits because of the recession and rising prices. Allied-Lyons dropped 11p to 658p. Bass

Turnbull, the broker, which is

seen in Glaxo 25p to 710p, Medeva 6p to 223p, Smith-Kline Beecham 18p to 871p, and Wellcome 3p to 94.9p. Only Fisons held steady at 241p supported by Strauss

Turnbull, the broker, which is

worried that the group remains caught in the grip of recession.

The New York securities house Goldman Sachs will no doubt be hoping for some positive news from ICI. It is reputed to still be holding onto around 10 million ICI shares which it acquired from Hanson at £14.05 a share.

Lasmo held steady at 209p still awaiting details of the proposed demerger of its North American interests acquired with Ultramar. Lasmo bulls were clearly disappointed that no announcement was forthcoming and have now pencilled in a date sometime next week to learn about the proposed flotation expected to be worth around £700 million.

Lasmo shares have fallen sharply since it acquired Ultramar dropping from about 325p. The weakness continued when it became apparent the group had been unable to find an outright buyer for the business because of the difficult economic climate.

BP came under renewed pressure, falling 5p to 253p with Strauss Turnbull continuing to take a bearish stance on the shares.

Ladbroke, the hotels, property and betting group, fell 6p to 206p despite some bullish noises from Hoare Govett, the broker.

MICHAEL CLARK

TOKYO

Tokyo shares slump on bankruptcy fears

FROM JOANNA PITMAN IN TOKYO



Rush to sell: even Nomura was overwhelmed

THE Nikkei 225 index, the most widely scrutinised barometer of the Tokyo stock market, slumped to a six-year low yesterday, shedding 507.73 points to close at 16,445.80.

Rumours of a significant bankruptcy in the real estate sector prompted the sell-off and analysts were last night predicting another exodus from the market unless foreign buyers were prepared to move in overnight to pick up bargains.

Dai-ichi, Japan's largest condominium builder, which accounts for 10 per cent of the domestic market, is persistently rumoured to be teetering on the brink of bankruptcy. That is causing banks considerable concern: Sanwa, Toyo Trust, Dai-Ichi Kangyo

and Saitama banks are all creditors. With disclosed debts running to Y1.2 trillion (£5.2 billion) — although many analysts surmise that the real debt level is much higher — Dai-ichi is paying an annual interest bill of more than Y100 billion (£435 million).

"This is very serious indeed," said Bernard Siman, real estate analyst for Jardine Fleming Securities in Tokyo. "There is likely to be a mass exodus from real estate stocks which will effect the entire market. Leading real estate companies could see the value of their shares cut by 50 per cent."

Fighting twin battles over the past two years against high interest rates and flat or falling real estate prices,

property companies have been subjected to the most ferocious squeeze on the industry since the 1940s. All are highly leveraged, which has blown away the benefits of recent reductions in interest rates.

"Real estate share prices will fall very fast, and not before their time," said Alexander Klimont, real estate analyst at Morgan Stanley Japan, "because several other companies are also nearing the brink of bankruptcy."

The costs of the long economic slow-down are weighing heavily on over-borrowed companies and their lenders. In the second half of the 1980s, banks lent property companies Y22 trillion; an estimated Y10,000 billion was added by leasing com-

panies and credit associations. These years of soaring asset growth were known as the "bubble economy" and they led to pressure from the ministry of finance to restrain further lending to the sector. The ministry's relaxation of restraints earlier this year might have been premature.

Selling pressure on the stock market yesterday was too much even for the giants to withstand. Nomura Securities began the day with a list of 160 names to buy; it was backed up by Daiwa Securities, which came in with a list of more than 100 fresh buy recommendations. The two leviathans were however, in the words of one salesman, "completely destroyed and forced to retire with their tails between their legs".

THE TIMES THURSDAY JUNE 18 1992

WORLD MARKETS

Blue chips in US open with losses

New York — Blue chips opened lower after the selling on Tuesday, while a steep slide in the Tokyo market yesterday and share losses in Europe augmented the pressure on the market. The Dow Jones industrial average lost 7.49 points to 3,322.

But NFC still says that while confidence and the all-round "feel good" factor among its customers have definitely improved, there is little sign of that feeding through to the bottom line, and any rise in economic activity in the second half will be painfully slow.

A £2.9 million contribution from the property side, not bad in these troubled times, left pre-tax profits unchanged at £39.5 million in the six months to April 18. The total dividend is up by 8 per cent and, profits a little ahead of City expectations, prompted a 6p rise in the share price, against the market trend, to 247p.

In the second quarter, the core transport section held the fall in operating profits to just £100,000 on a year ago at £7.5 million. The first-quarter fall was £1.5 million. Logistics managed a £1.5 million rise to £10.6 million. Home services, however, including the Pickfords removal operation, remained flat on its back in the depressed housing market.

Gearing was cut to 32 per cent from 38 per cent at the year-end. NFC is confirming its "best view", given with the first-quarter figures, that pre-tax profits will be between £90 million and £100 million, against £93.7 million last time. The gold marker closed 1.2 points up at 1,028.8. Volume

was £1.1 billion, higher than Tuesday, but lower than recent weeks. HSBC Holdings

led the list of the most active shares, remaining at HK\$45.50 after Tuesday's gains. Cheung Kong's shares also closed unchanged at HK\$25.30. Hutchison steadied by the close after briefly adding 30 cents on market sentiment that its privatisation of Cavendish would eventually go ahead. The all-ordinaries index fell 0.41 of a point to 3,189.34.

Frankfurt — Shares stuck tightly to their opening losses in a dull day marked only by caution before today's holiday and Friday's option expirations. The Dax index traded in a meagre range of just over two points, ending 7.32 points lower at 3,771.78.

Prices dipped at the opening, then hardly moved for the rest of the session. (Reuters)

Australian prices still drifting downwards

Sydney — Shares here continued their two-week drift lower as the Tokyo market fell. The Australian market did not fall as steeply as Tokyo, as only half of 1 per cent, or 8.3 points, was shaved from the all-ordinaries index, which closed at 1,631.1.

Brokers said that sentiment was also weak because of the spate of share issues in the pipeline, which was keeping buyers at bay, while many were waiting for a fresh round of company results to confirm whether a recovery was beginning.

The all-industrials index slipped by 11.7 points to 2,507.6. But some good news and recent buoyant bullion prices stemmed the losses among resources where the index fell 5.7 points to 959.6. The gold marker closed 1.2 points up at 1,028.8. Volume

was a modest \$8.7 million shares, worth A\$268.99 million (£109 million), although the heavy trading in banking shares, as dividend stripping continued, distorted the overall picture.

National Australia Bank chalked up the largest number of deals, trading 8.4 million shares and falling nine cents to A\$3.90. ANZ lost eight cents to A\$3.90 and Commonwealth one cent to A\$7.24. Westpac, which fell steeply on Tuesday, closed two cents up at A\$3.28. Pacific Dunlop continued to slide, losing six cents to A\$5.07.

Singapore — Prices closed mixed, with selected blue chips making gains and shares in shipyards losing ground on profit-taking, brokers said. The Straits Times industrial index fell by 2.44 points to 1,517.44. (Reuters)

WALL STREET

Jan 17	Jan 18	Jan 19	Jan 20	Jan 21
58p	58p	49p	49p	49p
AMR Corp	AMR Corp	Fleetwood Corp	U.S. Lines	U.S. Lines
32p	32p	42p	42p	42p
Alcatel	Alcatel	Entex Corp	PNC Financial	PNC Financial
16p	16p	21p	21p	21p
American (H&P)	American (H&P)	Enron Corp	PacifiCorp	PacifiCorp
34p	34p	44p	44p	44p
Amoco	Amoco	FMC Corp	Philips Corp	Philips Corp
20p	20p	34p	34p	34p
Alcan Alumina	Alcan Alumina	Ford Motor Co	Porter Corp	Porter Corp
21p	21p	32p	32p	32p
Alcan Alumina	Alcan Alumina			

Portfolio

PLATINUM

ing to Kenwood Appliances Ltd (the company) and to expressions defined in the Prospectus. Information set out in the Prospectus is to be read in conjunction with the Kenwood Stock Exchange for the whole of London Stock Exchange for the whole of the United Kingdom.

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atm and gross dividend yield are set out in

Tables in order to make these shares available

set out in Part 5 of the Prospectus

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Please write for an application form to:

The Personnel Department, Yorkshire Television Limited,
The Television Centre, Leeds LS3 1JS.

Closing date for applications: 1st July 1992.

Merger puts Stoy Hayward back on the road to recovery

Jon Ashworth
charts the progress
of a firm that
became associated
with a string of
corporate failures

Two years ago, Stoy Hayward was a thriving medium-sized practice with a solid base of clients and a great future. Disaster then struck as the firm's name became associated with a string of corporate failures of sufficient magnitude, some said, to sink it once and for all.

A run of unparalleled bad publicity began with the collapse, in October 1990, of Poly Peck, a company Stoy's had audited since 1973 and had grown to become its flagship client. It was quickly followed by the collapse of Lavenith & Horwath, Stoy's American affiliate, the seventh largest accountancy firm in America.

The litany of gloom continued with the demise of Roger Levitt's financial services group, another audit client. This became one of the most celebrated failures in the sector since the Financial Services Act.

The tale did not end there. Stoy's was auditor to Astra Holdings, the munitions company being investigated by the department of trade and industry. It audited Stock Shop, which went into receivership in 1990, and Clygrove, the failed property developer. In April 1991, Amber Day, the fashion retailer, dropped Stoy's as auditor.

It was not a happy record: even allowing for the recession, the firm's clients appeared accident-prone. Months passed, and Stoy's kept its head down. It broke cover last week to announce a merger. To the disappointment of the cynics, it was not a merger that saw Stoy's swallowed by a larger firm, in the manner that Spicer & Oppenheim disappeared into Touche Rose. That would have vindicated their view that Stoy's was dead in the water. Instead, Stoy's did the swallowing. The prey was Finnie & Co., ranked twentieth in the accountancy league table.

The merger might be the first visible sign that Stoy's is making a comeback. Or perhaps it is a sign that the firm has been unable to make it on its own. Either way, the scars run deep.

Adrian Martin, managing partner and Dermot Mathias, marketing partner, are leading the fight to restore Stoy's credibility. The 20 months since Poly Peck hit the headlines have contained some painful lessons.

When we went through our difficult patch, the firm was



Fighting back: Dermot Mathias, left, corporate finance partner, with Adrian Martin, managing partner

pretty shell-shocked and it took us all by surprise," Mr Martin says. "We'd never been through anything like that before."

Press enquiries at the time of the Poly Peck collapse were met by a wall of silence. Stoy's now accepts this was a serious error of judgment. Mr Martin says: "When things went wrong on Poly Peck we took some advice from another Big Six firm and they said: 'Don't say a word to anybody, don't speak about Poly Peck, it will go away.' We really did believe that by not speaking to the press we were going to avoid fuelling the whole debate and eventually the thing would blow over. We had no idea that people would focus on our role."

From October 1990 to January 1991, Stoy Hayward felt the full glare of public scrutiny. Mr Martin says they might have handled events better had it not been for the cynics, it was not a merger that saw Stoy's swallowed by a larger firm, in the manner that Spicer & Oppenheim disappeared into Touche Rose. That would have vindicated their view that Stoy's was dead in the water. Instead, Stoy's did the swallowing. The prey was Finnie & Co., ranked twentieth in the accountancy league table.

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classic target range: private, family-run businesses. Stoy's has always clung to the belief that if you catch a company early enough in its life cycle and follow it up the ladder, the rewards will follow, accordingly. Events of late 1990 would suggest it got its formula badly wrong. Mr Martin disagrees.

"It was a unique situation, with the end of the eighties, that our type of client was perhaps more likely to succumb to the overgearing and overtrading that was so typical, and often encouraged by banks and brokers."

Mr Mathias says other factors came into play. "Partly, it is just the geographic skew of our business. We are very much dominated by our large office in the South East and this was a service-industry South East-based recession."

Mr Martin argues that timing was against the firm. "I really think we were unlucky that Poly Peck came first. If Maxwell had come first or BCCI, I think Poly Peck itself would have been seen in a very different context."

Far from changing its strategy, the firm is actively courting family businesses. According to research conducted on its behalf, 76 per cent of all businesses with a turnover of £1 million or more are family controlled. Over half of private sector employees work within family controlled businesses, and about a third of all quoted companies are under family control. This is reason enough to stick to the old formula, Mr Martin says. He rejects any suggestion that Stoy's name has been tarnished so badly that larger companies won't touch it.

An auditor can sometimes claim to be powerless if a client deliberately furnishes false information. Stoy's insists it deserves some credit for alerting financial regulators about the Levitt Group after spotting the danger signals. The infamous

letter to clients is another manner. Before the Levitt collapse, a letter on Stoy Hayward's notepaper was issued to clients recommending Levitt's investment services. "That was quite clearly an embarrassment," says Mr Martin.

"To this day, nobody really knows quite how it came to be written. Our suspicion is that someone from the Levitt organisation phoned up and dictated a letter to somebody. It was a nonsense letter."

Letters are meant to be checked by partners before being sent out but this one apparently slipped through the net. Worse still, the usual disclaimer had been blanked out. Stoy's accepted this smugly as just another in a string of calamities. "I don't think we could do anything at that time that was going to be right," Mr Martin says.

"We'd gone beyond a point where anything that Stoy's said or did was going to be used in a cynical or snide way against us. Clearly the advice we had to keep our heads below the parapet was the right thing to do."

At the height of its troubles, the firm lashed out at a so-called "whispering campaign" by its larger rivals. This is still a source of some bitterness. "I think that the global six thought that they could discredit all the major national firms," Mr Mathias says.

"They though they could discredit Stoy's, they could keep all the public company work for themselves, and I think they were quite effective in encouraging people to question Stoy's role at the time of the bad publicity. I'm quite sure that there was a campaign."

For Stoy Hayward's leading partners, what's past is past. The firm has emerged leaner and fitter, with a new management style, and a loyal band of clients to support it. Time will tell whether the lessons have paid off.

If Maxwell had come first, or BCCI, I think
Polly Peck would have been seen differently

traditional committee structure in which partners shared decisions. "It meant they had got some nice guys there but they weren't necessarily there to do a specific task," Mr Martin says. "You just cannot have five people collectively running a business like this." Individual partners have since been given specific responsibilities.

In April 1991, the firm was dropped as auditor to Amber Day, Philip Green's colourful high street fashion retailer. The move was seen by many as the *coup de grace* for Stoy's, but it insists it only lost eight audit clients during 1991.

Mr Martin claims to have taken on many new clients in that period, most of them in its

second generation, just second rate."

For people who have come to Poland intent on building a new future, such accusations may hurt, but they are not a deterrent. There is a strong frontier mentality about life in the Polish economy. Government policies and key civil servants can change at a furious pace and there is little chance of delivering the kind of authoritative advice as accountants would in the West.

"Frankly it's difficult to keep up with what's going on here," said Peter Driscoll from the Price Waterhouse office in Warsaw. There are lots of proposed legislative changes and you can never be sure about what has been implemented and what not."

All the leading accountancy offices are enjoying growth. Richard Turner, who heads MC, is impatient at the bad news stories in the western press. "There's an economic boom going on out here and the only problem is that it may not be recorded by the government figures," he said.

"The private sector is really across the board and we may well be seeing the emergence of something on the Italian model. The 'unofficial econ-

omy' in this country is very buoyant but it doesn't come through in the statistics."

Audit, corporate finance, and tax and legal services are also all finding eager customers among multinational clients and the government.

"We're doing a lot of restructuring of companies on behalf of the government prior to privatisation," Michael Baker, who runs corporate

finance for Price Waterhouse, explained. But real estate, consultancy, executive search, and even straightforward accountancy services are also generating a lot of clients.

Coopers and Ernst & Young are setting their sights on information technology work. "We've just won a big contract to computerise the Polish Customs Service," Mr Reczek said. The so-called

Heavy in weight, light in numbers

IAN Plaistow, newly ennobled as president of the Institute of Chartered Accountants in England and Wales, is busy preparing for next week's annual conference at the Grand Hotel, Eastbourne. Whispers on the street suggest that he might end up playing an almost empty house. Despite the presence of heavyweights such as Brandon Gough, of Coopers & Lybrand, and Michael Newmarch of Prudential, the institute's members have been showing a singular lack of interest. Both the previous conferences, held in Brussels and Jersey respectively, attracted about 200 delegates willing

to pay the big conference fee, £500 this year. With a week to go word has it that only 23 people have sent in their booking forms, raising the

sceptre of a conference at which the delegates will barely outnumber the speakers. "There probably will be a little less this year," says a spokeswoman, choosing her words carefully.

Heads for heights

COMMUTERS arriving at London Bridge may have noticed frenzied activity on the roof of Southwark Towers, the 330 ft flagship office of Price Waterhouse. They are probably unaware that from 10.30 on Saturday morning, more than 1,000 volunteers — including the accountancy copy of *The Times* — are due to abseil down the side of the

bookshop, thanks to Robert Eastaway, formerly a management consultant with Deloitte Haskins & Sells. Eastaway, who set up his own business two years ago, co-founded the Coopers & Lybrand cricket ratings and has written a book, *What Is A Googly?*, which appears on bookshelves from today. "I'd love more people to be going to watch cricket," says Eastaway, 29, who helped create the ratings at the request of Ted Dexter, chairman of the England selectors. As a freelance consultant, he continues to help Coopers with the ratings. Fans hoping to obtain an autographed copy

ROBIN MAYES

Biting the bullet of audit exuberance

THREE documents were published last week which suggest that the accountancy profession is at last taking extraordinary measures to curb the occasional outbreaks of excessive commercial exuberance among the largest audit firms.

The truth is marginally different. The firms have won a concession or two, and on a few fronts the battle is far from over. But the ethical guidance on the three areas of opinion-shopping, specialist valuations and lowballing is spectacularly tough by comparison with what used to pass as rules. And to back up this attitude, Cajec, the profession's joint ethics committee, has published some of the responses that it received on the first round of consultations.

On the question of specialist valuations, the views quoted are remarkable. It is obvious that the practice of an accounting firm taking a large fee for creating a valuation for a company's brand names and then taking a large fee for auditing that valuation annoyed a lot of people.

But mostly it is Coopers & Lybrand that has annoyed people. The firm created the valuation of the newspaper titles in the Mirror Group Newspapers' flotation.

The other firms were furious. Hence the comments in the responses.

"A substantial majority of firms indicated that the prohibitive route should be adopted," the background note to the guidance said. "Doesn't this just mean that all the other firms have ganged up on Coopers?" you ask at the press briefing. You get a stonewalling answer but the number of smiles around the table provide the real answer. The views quoted in the responses are solid.

"The auditor brings many skills to bear in forming his opinion," one said. "But his role is distinguished above all by the notion of independence. This hallmark of the audit process is immediately compromised if the auditor directly determines or is significantly involved in the determination of amounts to be included in the financial statements."

Or another: "In my view, it is time for the profession to 'bite the bullet' and give more substance to the requirement for independence. 'Biting the bullet' means that auditors must be prohibited from carrying out valuations for clients and then auditing their own work."

That is precisely what the guidance now laid down requires. The full draft guidance bans the practice and is out for final discussion until August 15. Cajec, however,

made it plain that it really expects to only have to do a bit of fine tuning before the final rules take effect, probably in December.

Cajec, however, remains unrepentant.

The firm has made it plain that it still thinks that if, in a large firm like theirs, the processes

of brand valuation creation and audit can be

properly separated by "Chinese walls" then

there should be no problem. But the public

perception is somewhat different. Coopers

will have to bow out on this one.

On the guidance on opinion-shopping,

there is little opposition to the rules. Everyone is agreed that a very difficult and unfair process should be outlawed. The difficulty is quite how to do it. If a company seeks to play off two accounting firms, in an attempt to blackmail its auditor to bend on some accounting principle or other, it is very hard to

make it plain that it really expects to only have to do a bit of fine tuning before the final rules take effect, probably in December.

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An audit firm turning up at an enquiry with

a sheaf of papers to demonstrate its high

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FTSE 100	020 95 64 05 053			FTSE 100	200	210	+ 50	2.5%	Ind Cos	166.40	170.00	+ 0.20	1.2%	Gold Cos	152.50	162.00	+ 0.50	0.3%	Investment Cos	54.01	56.04	+ 2.03	3.7%				
FTSE 100	020 95 64 05 053			FTSE 100	200	210	+ 50	2.5%	Ind Cos	166.80	170.00	+ 0.20	1.2%	Gold Cos	152.50	162.00	+ 0.50	0.3%	Investment Cos	54.01	56.04	+ 2.03	3.7%				
FTSE 100	020 95 64 05 053			FTSE 100	200	210	+ 50	2.5%	Ind Cos	167.20	170.00	+ 0.20	1.2%	Gold Cos	152.50	162.00	+ 0.50	0.3%	Investment Cos	54.01	56.04	+ 2.03	3.7%				
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PAKISTAN

Bold march down the secular road

Though beset by rumours of an overthrow, Nawaz Sharif, the prime minister, has defied the fundamentalist lobby and begun to attract foreign investment. Christopher Thomas reports

Religion has long been a tool of Pakistani politicians and military men, who have played the Islamic card for political expediency. There is now a recognition in the top echelons of the government of Nawaz Sharif, the prime minister, that Pakistan must pursue a more secular path for its own economic good, and serious attempts are being made to recast Pakistan as a moderate Islamic state, liberalise the economy and woo foreign investment.

Being equated with Iran and Afghanistan, it is recognised, could isolate Pakistan in a larger secular grouping of Turkey and the Central Asian republics. Distance is being placed, therefore, between the Sharif government and the fundamentalists, who were first defied when Pakistan decided to end aid to the Afghan Mujahidin from January 1.

It was an almost unprecedented slap in the face, and since then the relationship has gone from bad to worse. The fundamentalists lost out when a relative moderate, General Asif Nawaz, took over as head of the military. A few cabinet ministers have gone public with demands that religious hardliners, who have little popular support, should no longer hold such disproportionate sway over Pakistan's political life.

Qazi Hussain Ahmad has taken his fundamentalist Jamaat-i-Islami out of Mr Sharif's governing coalition, the Islamic Democratic Alliance (IJI), principally in protest over the changes in Afghan policy. Before doing so, he faced exceptional criticism from Mr Sharif over the Gulf crisis, Islamisation of the economy and Afghanistan.

The worsening tensions with the religious right are largely the consequence of the government's new economic policies. Mr Sharif has slashed through red tape and promised a new economic climate.

He has embarked on a privatisation programme, although it is beset with problems.

He is himself an industrialist with huge interests across a wide range of products, and thus knows the problems personally. He is probably the country's richest businessman: his empire has grown at a phenomenal speed every year for

many years. Questions about his business methods notwithstanding, he is seen by many fellow business men as an ally in their attempts to barter for foreign trade.

In response, foreign money has started arriving, but cautiously, as it has in India. Exploratory investments from overseas are designed to test how easy it is to survive in a business climate based in large measure on corruption and connections. Many find it difficult. And there are questions about Pakistan's longer-term political stability.

There is no obvious immediate threat to Mr Sharif, although the ground never stops trembling beneath his feet. This is a country of rumours and intrigue, and there has been much talk of a conspiracy between the army and President Ishaq Khan to oust the Sharif government at some time in the

future on the grounds of corruption, inefficiency and autocratic tendencies. These are basically the same excuses used for dismissing Benazir Bhutto's government in August 1990.

The government's life is made difficult by acute internal tensions, not the least of which is the complex battle in Sindh province, where the army is now effectively in charge of security. The ethnic conflict between Sindhis and Mohajirs — Muslims of Indian extraction — ran out of control, and supporters of Miss Bhutto's Pakistan People's Party bore much of the brunt of the violence. Miss Bhutto lives in

"The flow of speculative headlines creates an atmosphere of instability. This makes political projection in Pakistan impossible"

North of Kashmir a real war is underway across the Siachen glacier. It is a forgotten battle on the roof of the world, where men's lungs burst from the altitude, where their eyes are permanently blinded by snow, and where the machinery of war blazes away for no fathomable reason. More people die from the elements than from bombs.

Mr Sharif has cautiously attempted to suggest a new way of thinking about Kashmir. Some of his comments were widely interpreted as suggesting that the "third



Words from above: Nawaz Sharif, right, at a crowded mosque in Lahore, has alienated the religious right through his policies

option", an independent reunified Kashmir, might not be out of the question. Official spokesmen quickly played down such a notion, doubtless in response to the stunned reaction of politicians across a broad spectrum.

So the stalemate continues. Indian soldiers occasionally shoot over the border into Pakistan, and Pakistani soldiers do the same in the opposite direction. Partition continues to take a human toll.

North of Kashmir a real war is underway across the Siachen glacier. It is a forgotten battle on the roof of the world, where men's lungs burst from the altitude, where their eyes are permanently blinded by snow, and where the machinery of war blazes away for no fathomable reason. More people die from the elements than from bombs.

Nobody ever lived in Siachen. Nobody ever wants to try. This

bizarre war, justified by some vague strategic logic, is symptomatic of the irrational cross-border political and military excesses that have gone on for nearly half a century.

There is one area, however, in which things have changed. The political and military equations for Pakistan used to be simple: the threat came from the eastern neighbour, and strategies had to be devised accordingly. Now there is a new threat from the west — from Afghanistan — which is unpredictable and probably far more real.

Afghanistan is unstable, heavily armed, leaning towards Islamic fundamentalism, and awash with drugs that could make Pakistan's drug problem look modest.

Ethnic nationalism in Pakistan itself is bigger than ever this threat. Sindhis, Baluchis, and Pathans might become more restive in response to ethnic strife in Afghanistan. Poor families who used to receive free condoms now have to buy them, when they are available. The education of the masses is an

area of fierce debate. English-medium schools are the norm for the upper classes, but for the labouring masses Urdu and religious orthodoxy are stressed. This denies the poorer majority any prospect of social mobility, and keeps them under the influence of the conservative mullahs.

So liberalism and orthodoxy exist side by side, one for the élite, one for the rest. The legacies of Zia ul Haq, the late dictator, continue to influence the lives of the majority, while the westernised, English-speaking minority go about their lives with imported whisky in hand, Japanese cars in the garage and American clothes on their backs.

For this élite, talk of taking Pakistan into the 21st century is old hat. They have been there from the beginning. The question for Pakistan is whether it is ready to allow the poor to enter the modern world, knowing that this might upset the order of things.

The fertile Hunza valley in the north has one of the world's most spectacular backdrops

A flight to the kingdom where snow leopards roam

Even in July dark clouds scud across the Khunjerab Pass, squals of sleet twisting in hard bursts between the mountains. On the highest manned border crossing in the world there is little oxygen, less warmth and no shelter at all. A loosely nailed metal sign hangs against its post reading "China — drive right" and "Pakistan — drive left". A lone border guard huddles down in his sheepskin-lined coat emerging only to smoke cigarettes from passing travellers.

The Khunjerab is a wild windswept plateau, the meeting point of Asia's four great mountain ranges, the Pamir, the Himalaya, the Hindu Kush and the Karakoram. Since it opened five years ago it has entered the long-haul travellers' mythology as one of a handful of journeys which are both relatively accessible and outstandingly spectacular.

The drive from Islamabad to the pass can be done in a comfortable three days, with luck and good weather it is possible to fly to Gilgit, the only sizable town in the region, and cut that time in half. The flight itself is dramatic, in a noisy propeller-driven Fokker which flies up the Indus river valley well below the towering mountains of Gilgit, Hunza and Nagar.

If you stand near the road at the heart of the Hunza valley and shade your eyes, the landscape could be that of southern France. Orchards and cornfields alternate in a bright patchwork of terraced fields, hemmed by tall poplar trees. At 8,000ft the air is so clear it makes your head sing. Mud huts cluster near tracks winding through the fields, and at harvest time the valley hums to the rhythmic beat of drums as children pace the threshers while they winnow out the grain. Surveying this scene is a pair of squat medieval fortresses perched above the fields.

And then you look up. Five peaks surround the valley, all over 25,000ft high, their snow-covered heads rearing above the valley floor, ridge-lines harsh white against the deep blue sky, deep crevasses etched into the ice. The contrast is overwhelming. People come simply to sit in a hotel garden and marvel.

Hunza is home to most of Pakistan's Ismaili Muslims, the followers of the Aga Khan and a gentle and moderate people. Visitors should look up Daud Ali Shah.



Sun and snow travellers are discovering the beauty of the valleys

five foot nothing of verbose good humour and local information. He runs the Hunza Tourist Shop by the Park Hotel in Gilgit, but can usually be persuaded to lock up his store and spend a couple of hours having lunch.

There he will regale his visitors with wildly improbable, but vastly entertaining, stories about snow leopards eating his uncle's cattle, crazy Swiss climbers lost in the mountains, and long winter evenings when families gather around the fire, telling stories and drinking the harsh local mulberry wine. Until 1971 Hunza was an inde-

pendent kingdom ruled by a Mir, the last of whom lives in Islamabad and claims to be the scion of a thousand-year dynasty. The valley ran on a complex but efficient co-operative system, with every able-bodied male putting in a number of days each year on the irrigation canals which keep the valley alive.

Land is distributed according to social standing along the canal lines, with the aristocracy at the top where water flows fresh from the glacier.

Life has always been hard in the valley. Early visitors were taken in by locals' tales of enormous long-

evity, but ignored the poor health and harsh winters which ensured that the few children who survived infancy would be so tough that little short of a rock on the head would kill them.

Much of this is now changing. The road has brought benefits like hydroelectric power, education and health care. But it has also brought cigarettes, sweets and money into what was essentially a cash-free community. Many of the younger generation now leave for the big cities of lowland Pakistan, and few return. Walking through the valley, one is struck by the number of old people and children, and the paucity of young adults.

Across the Hindu Kush are another group of people threatened by the encroaching 20th century. The Kalash are the last pagan tribe in Asia, and in three remote valleys on the Afghan border they carry out a living from the mountainsides, terracing fields to grow maize and barley and grazing livestock on the high pastures. They practise an earthy animism, based on the worship of spirits in streams, trees and mountains.

But like the people of Hunza they face a threatened future. Despite Islamabad's best efforts, Islamic missionaries offering brotherhood with Pakistan, and Christian missionaries bent on converting lost souls, are infiltrating the valleys. Each visit brings more conversions, and the Kalash are dwindling.

At the same time the valleys are discreetly promoted in the Islamic republic as the only place where alcohol is freely available and women can be seen dancing. The hordes of Pakistani tourists who descend on the valleys for the spring and autumn festivals, a whirling riot of colour, dancing and merry-making, mean that many of the celebrations now have to be conducted at night, in a vain attempt to dissuade the gawping masses.

Sadly, after 2,000 years of isolation, the Kalash and the Hunzakut are probably doomed. The foreign visitor is faced by a perennial dilemma: whether to intrude on their culture, or deprive them of freedom to trade. But for those who are sensitive and open there can be few more rewarding destinations than the valleys of northern Pakistan.

ROBERT ADAMS

Miracle or mirage?

When Nawaz Sharif took over as Pakistan's prime minister in November 1990, the first industrialist ever to hold the post, he promised to usher the country into an economic miracle. He immediately brought about a fundamental shift from an over-regulated and semi-closed economy to a more open, market-orientated system.

He freed the economy from stringent bureaucratic controls, and set in motion what is described as the world's fastest privatisation process by putting state-owned enterprises and banks on sale. To attract foreign investment, he lifted controls on foreign exchange and permitted remittance of profits.

Nineteen months down the road, however, the country still has some way to go before the economic outlook improves. Mr Sharif has taken a number of bold policy initiatives, but the effects have been offset by financial indiscipline, economic mismanagement and rampant corruption.

There has been impressive economic growth of more than 6.4 per cent over the past year, but the population continues to grow at the high rate of 3.2 per cent a year, and there has been no significant improvement in overall economic well-being. The Sharif government faces rising unemployment, an unprecedentedly high inflation rate — officially 9.6 per cent, but thought by many economists to be higher — and a growing budget deficit.

There have been positive effects from the reforms. They provided an encouragement to the private sector to invest in industry. The lifting of import restrictions on capital goods also helped to accelerate industrialisation. Since January 1991, the government has sold off 40 of the 115 state-owned industrial enterprises and two nationalised commercial banks.

The objective of the privatisation policy, according to Saraj Azz, the finance minister, is not only to open up the economy and encourage an open-market system, but also to lighten the government's financial burden. "Only 10 of the 115 state-owned enterprises were making a profit," Mr Azz says, "while the rest were losing money."

This state of affairs has contributed to the budget deficit, and the government is expected to earn more than 50 billion rupees (over £1 billion) by selling state-owned

radical surgery to an ailing economy has yet to show consistent benefits, while rising unemployment threatens

enterprises and financial institutions. Mr Sharif hopes that this income will help to narrow the deficit.

After an initial success, however, the privatisation process has run into controversy and court challenges and is being slowed down. Many economists believe that the government went too fast in disposing of the state-owned enterprises. The deficit was financed by bank borrowing and printing banknotes. As a result of the heavy borrowing, the debt burden piled up.

The situation has now reached a point at which debt servicing takes 42 per cent of revenue. Increased spending on defence has further aggravated the budgetary position. More than 95 per cent of revenue is consumed by three items: debt servicing, defence and administration, which leaves almost nothing for health, education and the development of much-needed infrastructure, such as roads, telecommunications and power generation. That this year's deficit has reached more than £2 billion indicates the gravity of the situation.

The decline in remittances sent by Pakistanis working abroad in the Gulf and elsewhere, and the stoppage of American economic and military aid, have worsened the situation. While it cannot afford default on debt repayment, it is not easy, either, for the civilian government to confront the powerful generals by cutting spiralling defence expenditure. Resource constraint has seriously affected development plans, which has in turn slowed industrial growth.

Rising unemployment is the other principal difficulty faced by the Sharif government. A recent study estimates that 5.7 million people, 17 per cent of the labour force, are unemployed. Each year an additional 500,000 people join the ranks of the unemployed.

At this rate a quarter of the labour force will be unemployed by the end of the century. With Pakistan unable to control its population growth, one of the highest in the world, the situation has assumed serious proportions.

ZAHID HUSSAIN



Karachi docks: as well as the widening budget deficit the government faces a trade imbalance

ment's policy of putting the enterprises up for auction rather than selling off their shares through the stock exchange. They contend that gradual disinvestment through the stock exchange would have resulted in wider ownership and deterred the creation of monopolies.

There have also been allegations of a lack of transparency in approving the bids. Some reports suggest that entrepreneurs close to the ruling Islamic Democratic Alliance, led by Mr Sharif, have been favoured. On the other hand, Senator Saeed Qadir, the chairman of the privatisation commission, rejects these charges and claims that there has been no irregularity in awarding bids.

This state of affairs has contributed to the budget deficit, and the government is expected to earn more than 50 billion rupees (over £1 billion) by selling state-owned

ROBERT ADAMS

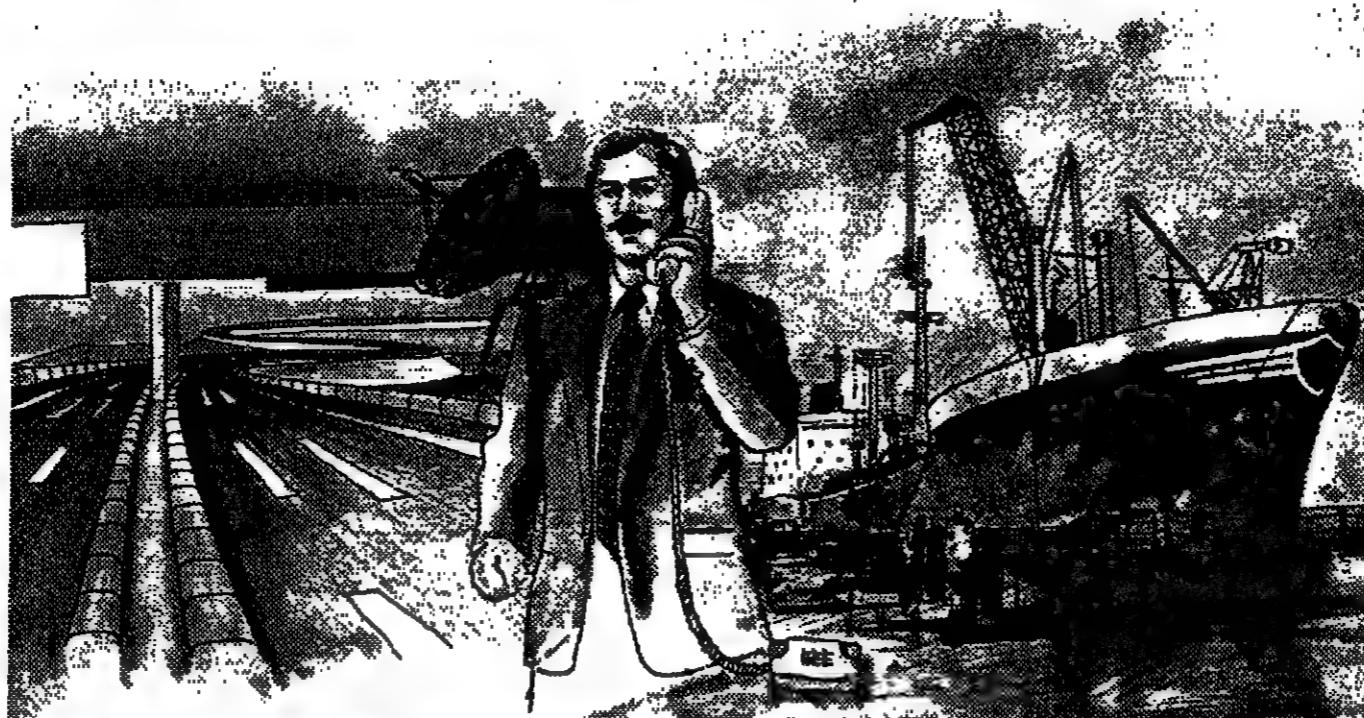
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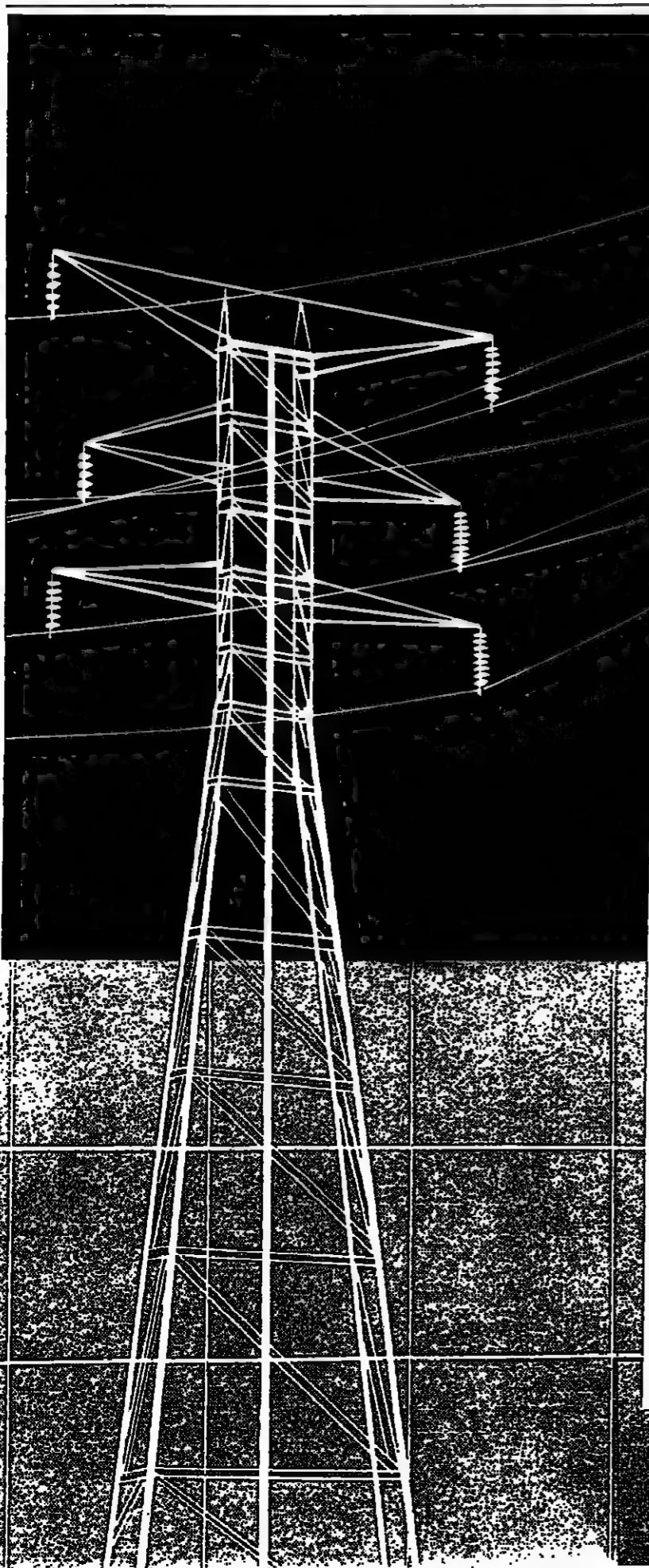
The Government also proposes to privatise the Pakistan Telecommunication Corporation, Pakistan National Shipping Corporation and National Tanker

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Gathering

Townsend
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RUGBY UNION

England B produce well-timed flourish

NZ Universities 15
England B 32

FROM DAVID HANDS
RUGBY CORRESPONDENT
IN WELLINGTON

THE New Zealand Universities, their president said at Athletic Park, "tread a delicate path between obscurity and insolvency". There was, though, nothing obscure about yesterday's display against England B in the third match of their tour and if forward organisation earned dollars then they would not be insolvent either.

The scoreline conceals the effort England required to win by three goals, two tries and two penalty goals against the goal and three penalties scored by a XV which met for the first time less than 48 hours before the match. Set against that, however, was England's finishing burst which brought three tries and which Stuart Barnes, their captain, described as the best quarter of rugby they had played on tour, and perhaps at home too.

Rugby matches are played over 80 minutes though, and on the day a powerful New Zealand squad was named to play England later this month, the universities issued a reminder of how, if you concede possession to any side wearing all black, you do not easily get it back. The student forwards protected their ball magnificently and garnished it with a substantial lineout presence, to the extent that, but for Bayfield, England might have been severely embarrassed.

That they were not was due, in large measure, to Neil Beck, the flanker, building on his achievements of the weekend against Southland. His speed to the ball was unmatched and his tackling was overwhelming. He looked as good going back as he did going forward.

But again England found themselves unable to clear

loose ball as swiftly as they need to if they are to bring the best from their speedy, penetrative backs. When they kept it simple they looked good. But the forwards will have to learn to leave the decision-making to the half backs or risk wasting valuable possession.

England turned round trailing 12-10. Surridge, inserting himself from the blind-side wing, linked smoothly with the talented Cottrell for the student try, which Kerr embellished with a variety of kicks. However, Bayfield supported well when his backs countered from a misdirected clearance and, with the wind at their backs, England seemed likely to draw clear.

They found great difficulty in doing so. The pack needed reorganisation after the departure, just after the interval, of the extra man and Underwood scissored with de Glanville. Hewett, caught behind his own line, compounded the situation by conceding a penalty try at a five-metre scrum and Underwood's deft dart through a crowd of bodies gave Back the most deserved score of the afternoon.

"We were little too confident in our ability to dominate in the right," Barnes reflected. That will change.

SCORERS: New Zealand Universities: Try: Surridge, Conversions: Kerr, Penalties: Kerr (2), England: E: Tries: Bayfield, de Glanville, Underwood, Back, penalty try: Conversions: Barnes (2). Penalties: Barnes (2).

NEW ZEALAND UNIVERSITIES: H Wong, S Wong, S Liang, S Chong, S Chong, M Alston, S Kerr (2), H Tse (try), D Lovell, M Osei, N Merrell, M Miller, D Tuwei (2). Timaru: M Barlow, M Hulme, P Garside, G Hockley (captain), P de Glanville (2nd), G Hopley, Wiesner (1), Underwood (leadership), S Barnes (both caps), R de Glanville (1), S Chong (1), R Hui (1), V Ubuju (2nd), M Greenwood (Nottingham), D Sims (Glasgow), P Garside, S Glanville (1), S Taylor (North Scotland), M Carter (Auckland), S Hansen (Wanganui), D Seymour (Canterbury), R Turner (North Harbour), P O'Brien (North Diego).

Gathering strength

Richard Turner, Marty Berry, and Timo Tagaloa, who played for Western Samoa in the All Blacks, have made four tours with the All Blacks but has yet to win an international cap, will captain a strong New Zealand XV for two games against England B at Hamilton on June 28 and Pukekohe on July 5, and, in between, one against North Harbour (David Hands writes).

However, the squad includes six senior internationals, of whom the most experienced is Graeme Bishop, the Canterbury scrum half who won 18 caps between 1989 and 1991. He is joined by Greg Cooper, who played in the centenary matches and against Ireland at Dunedin, Mark Carter,

Townsend shines as forwards set stage

Queensland Country ... 12
Scotland 29

FROM ALAN LORIMER
IN TOOWOOMBA

SCOTLAND produced their best midweek form of the tour to score a convincing and satisfying victory over a Queensland Country Origin side strengthened by the presence of several internationals.

The addition of these top-class players may have provided an incentive for the Scots, who at last managed to control the game up front with what Richie Dixon, their coach, described as "aggressive driving Scottish play".

The ball-winning efforts of the forwards allowed Townsend, the Scotland stand-off, to display his talents. Townsend kicked with much greater authority and made several telling breaks, one of which produced the try for Stark.

Stark eventually went off to avoid aggravating a slight groin strain. Scotland also lost Jones, the Gloucester loosehead, who retired with an ankle injury, and very nearly lost Wright, his replacement. Wright was knocked down by a punch from Scott Young, the Queensland captain.

Wright's presence helped to steady Scotland's scrum.



A cast of one: this lucky angler, enjoying his sport and the tranquil setting, was one of those who anticipated the mayfly's unexpectedly early arrival this year

Mayfly are reacting to global warming

The mayfly season offers trout fishermen rich pickings. Brian Clarke mourns the early passing of this year's hatch

There are, in the normal course of events, few things more guaranteed to produce a hatch of anglers than a hatch of mayfly. Once magnificent *Ephemera danica* begins to lift from the water and trout begin their annual orgy, so offices empty, cars seal softly down gravelled lanes and secretaries well briefed, produce their stock classic, "He didn't leave a number."

That is in the normal course of events. But this year has not been normal — at least not for Britain's biggest ephemeral fly, which came and went so early that many anglers were caught unaware.

The loss of their mayfly season will have been a special deprivation for those who, as in other years, cannily built some slack into their diaries for the latter part of May and early June. Those who booked holidays to cover the expected hatch will have felt doubly-deprived: away from the water when the action was on, and on it when it was over.

On my own local river, the mayfly usually puts up around May 16 and continues to the end of the month. This year I saw my first mayfly on May 3 and was catching fish on the artificial a few days later. The natural had, for all practical purposes, disappeared by May 23 or 24.

On a river which I usually fish as a guest and where the mayfly fortnight normally begins around May 27, it was up in the middle of May and over by the end. Reports from elsewhere indicate that these have not been isolated developments.

The mayfly may be the most obvious insect likely to have been affected by climatic change, but conditions already exist on many rivers — especially the chalk streams — that are likely to have an impact on others. These conditions have been brought about by reduced rainfall, continued and damaging levels of abstraction — and the compounding effects of high temperatures.

While the behaviour of upland rivers can change abruptly when rainfall ar-

ives, chalk stream anglers already know what to expect this summer, as any rain falling over their waters will be too late to have an influence.

Water levels will continue to fall, velocity will consequently decrease and ever-finier particles of silt will be deposited.

The reduced dilution of nitrates will lead to greater enrichment of the water and that, in turn, will promote the growth of algae. All in all, it is a formula for an increase in midge populations at the expense of the flyfisher's beloved ephemeral flies.

Disturbing though another year of all this is, the angler must take conditions as he finds them and would be wise to carry appropriate artificials from now on. Because the river midges are so small, and

because in low, slow water they are easily spooked, flies on very fine leaders are likely to be required. On one stretch of water I have, over the past three seasons, had considerable success by stalking large trout with tiny, smut-sized artificials on ultra-fine leaders.

A form of elasticated gum built into the leader but to act as a shock absorber, has allowed me to hook and land powerful fish.

In addition to the midge, there is another unusual

artificial that the river angler would do well to carry: the daddy longlegs. This gaudy terrestrial often finds it way on to the water but, on rivers, rarely in sufficient numbers to interest the trout.

"Daddies" have been thriving in the hot, dry summers of late and by July they are likely to be ending up on the water in quantity. Then, all fractured angles and feeble com-

motion, they will be one of the few flies capable of bringing up a fish at midday.

Other than when the "daddies" are about, there are two situations which will offer hope: the first is the individual fish tucked away under a dense, overhanging bush, the second is the reach where banksides meet overhead.

The real fishing in high summer, however, will begin at dusk. If the weather is hot, little or nothing will hatch during the day and the usual evening appearance of the sedges and the spinners will be supplemented by hatches of the smaller ephemeral and midges.

The resulting evening rises, with the fish being presented with a moving conveyor-belt of food in conditions of their liking, will mostly be heavy and prolonged. As the audible snapping-down of flies punctuates the still air and tiny, ebbing rings oil out, some of the biggest fish of the season will be taken in the gloaming.

The most exciting fishing of the season, if not the most predictable, is yet to come — maybe or no.

SPORTS LETTERS

Rewards for positive play

From Mr James J. Foley

Sir, In common, I'm sure, with all spectators and television viewers, I have been bored to death by the large amount of negative play seen in the first eight matches of the European football championship in Sweden.

To encourage teams to attack, and hence improve the level of excitement and entertainment, I suggest for the future the following system for awarding points during the group stage of a major competition:

Three points for a win; one point to each side for a scoring draw; no points to either side for a no-score draw; no points for a defeat.

At present, teams can play little or no positive football and still finish a game with a point. The suggested change would mean teams start every match with no points and would only stand to benefit by scoring goals.

Yours faithfully,
JAMES J. FOLEY,
8 Pettyman Close,
Hemel Hempstead, Herts.

Boxing needs new system

From Dr Dan Bader

Sir, In view of the continuing controversy surrounding the scoring system used in boxing — the latest example being the decision going against Dave McAuley in Bilbao (report, June 12) — I would like to propose a change which would confer much-needed respect to the sport.

In most sports involving two opposing players or teams, the spectator is kept up to date with the score either in "real time" or at prescribed intervals in the play. If this approach was converted to boxing, the scores would be logically allocated at the end of each round.

This is obviously what occurs in a contest, although, at present, the actual score is not communicated to the boxer or the spectator until the end of the bout. Clearly, to announce the score at the end of each round would put the pressure on the judges and/or referee, but surely they are trained and paid to score the contest fairly.

With this ongoing score in operation, I would suggest a further change whereby a substantial points difference between the boxers would effectively end the contest.

The new system would be based on marchplay golf, when a contest is won when a player is more holes ahead of his opponent than there are holes left to play, i.e. 6 and 5

points to stage evenly-balanced contests.

Yours sincerely,
DAN BADER,
43 Schoolhill Mews,
Arbury Row,
Brow, E1.

Centre must be rescued

From Mr David Moocroft

Sir, With just over a month to go before the Olympic Games, it is ironic that there is a threat to one of the facilities that will have had a significant effect on the performance of many of our competitors in Barcelona and an even greater impact at future Games.

Five years ago, the British Olympic Medical Centre was opened at Northwick Park Hospital, Harrow, by the Prince of Wales. It was a significant step forward in giving our sportsmen and women the quality of medical and physiological support that we all felt should have been available years ago.

Now, as John Goodbody pointed out in his article (June 8), the centre, funded by the British Olympic Association, is under threat of closure.

Success in international sport is a product of a number of factors. Talented individuals, a good coaching structure and the availability of facilities are among the most obvious ones, but without specialised and immediately available medical support those other factors are

victory, which translates into six holes ahead with five holes remaining. The equivalent system in boxing would produce the end of the contest if one of the boxers was six rounds ahead with only five rounds left.

What is the consequence of such a revised scoring system?

1. It would open up the system of points allocation to all those watching the contest. How many times have even the radio or television commentator misread the scoring? The current mystique in scoring is open to criticism.

2. It would encourage boxers to develop a large points lead in the fight. This would promote the importance of clean-scoring punches.

3. It would prevent boxers who were significantly behind on points from continuing, in many cases to receive further punishment and possible clinical damage from a one-sided contest. On very few occasions do boxers significantly behind in the contest actually win through a knockout in the later rounds.

4. It would encourage promoters to stage evenly-balanced contests.

Yours sincerely,
DAN BADER,
43 Schoolhill Mews,
Arbury Row,
Brow, E1.

Fears for cricket's future

From Mr P.J. Chapman

Sir, As it stands today, I can see little hope for the future of cricket in this country. As with all sports, the governing bodies should be continuously encouraging young people to become involved. This is especially true at present, as there is a declining number of school teams and therefore a reduced level of rising talent.

One of the first ways in which children become interested in a particular sport is through the national team. Thinking of the first Test match between England and Pakistan, how can you inspire our sportsmen and women the quality of medical and physiological support that we all felt should have been available years ago.

Now, as John Goodbody pointed out in his article (June 8), the centre, funded by the British Olympic Association, is under threat of closure.

Success in international sport is a product of a number of factors. Talented individuals, a good coaching structure and the availability of facilities are among the most obvious ones, but without specialised and immediately available medical support those other factors are

noiser cricket matches are, the better. It is sad that, when Englishmen get drunk, they seem to sing completely inane songs tunelessly; however, to foreigners this may seem to be part of our native charm.

Alcohol should be sold at cricket matches, but excessive drunkenness should never be condoned and the organisers could well use a small part of the revenues earned from alcohol sales to ensure that boorish behaviour results in eviction.

Recent experience at the Texaco Trophy one-day internationals against Pakistan confirms that the noisiest (and the most enjoyable) spectators were last over is always going to create interest.

There is no other sport that takes place just for the sake of it.

Where cricket has done well in the past in encouraging young people is through the one-day game; the decline in children playing cricket will continue well into the foreseeable future.

Yours faithfully,
P.J. CHAPMAN,
2 Sanders Drive,
Colchester,
Essex.

Noise allowed

From Mr T. Q. Baigrie

Sir, Messrs Wight and Weston (Sports Letters, June 11) would have us siting quietly in our seats watching cricket matches as if we were watching Hamlet at the National.

People have been drinking at cricket matches since Hambledon and cricket in England is as quiet as cricket gets anywhere.

Recent experience at the Texaco Trophy one-day internationals against Pakistan confirms that the noisiest (and the most enjoyable) spectators were last over.

I, for one, think that the

latter is the way to go.

The Test and County Cricket Board's rules on refunds have been public knowledge for many years. Nor is it much use to quote reasonableness under the Unfair Contract Terms Act 1977; is not our British climate "Act of God"?

I am, Sir, your obedient servant,
D. M. BRITTAINE,
2 Airthrey Road,
Aberdeen.

tickets in advance knows that the luck may run out.

The Test and County Cricket Board's rules on refunds have been public knowledge for many years. Nor is it much use to quote reasonableness under the Unfair Contract Terms Act 1977; is not our British climate "Act of God"?

suggest depriving football matches of their half-time break, but I would like to remind Mr Hertzberg that in rugby union there is only a short breathing-space between halves.

To have chairs lined up on the touchline of football matches so that players could have a one-and-a-half-minute rest after four or five minutes' play would be quite ridiculous only slightly more ridiculous than having chairs provided for four strapping, highly trained young men having chairs provided for them to rest on after four or five minutes' play in a doubles match.

Yours faithfully,
BUNNY AUSTIN,
Oxford House,
Meadow Hill,
Coulston, Surrey.

Sports Letters may be sent by fax to 071-782 5046.

They should include a daytime telephone number.

tickets in advance knows that the luck may run out.

Marling crowns a glorious day of records

BY RICHARD EVANS, RACING CORRESPONDENT

On a glorious second day of Royal Ascot, which saw record times broken in all six races, Marling and Lyric Fantasy displayed priceless acceleration to capture the Coronation and Queen Mary Stakes respectively, and set the meeting alight.

No sooner had the 49,129 spectators recovered from seeing Lyric Fantasy become the first two-year-old in history to smash the 60-second barrier over five furlongs at the Berkshire track, than Marling crowned a quite remarkable meeting to date for Geoff Wragg by winning the day's feature race.

As a crowd, enthralled by a victory for the Queen in the Royal Hunt Cup, began wandering home yesterday tea-time, the gently-spoken Newmarket trainer had sent out two winners, two runners-up and two third-placed horse from seven runners over the two days.

However, pride of place will always belong to Marling who, but for bad luck in the 1,000 Guineas at Newmarket, would remain unbeaten.

After watching the daughter of Marwell again produce a decisive turn of foot to end the chances of her six rivals in the Coronation Stakes, Wragg had no hesitation in

saying she was the best filly he had ever trained.

In a matter of strides Marling was clear and although, arguably, Walter Swinburn hit the front a shade too soon, she never looked like being caught by Culture Vulture, who finished three-quarters of length behind on ground faster than she preferred. Kazakana was six lengths back in third.

Summing up the qualities of Marling, which have been rewarded with three group one victories, Wragg said: "She can pick up and make six lengths whenever her jockey wants to. It doesn't matter what pace she is coming off."

Plans to return Marling to sprinting in the July Cup will almost certainly be put on hold as the filly, owned and bred by Edmund Loder, is to enjoy a well-deserved rest before being prepared for one of the races on Breeders' Cup day at Gulfstream Park.

"It was a bit firm for her today. She will go on firm ground, but doesn't really like it. She has got slightly tender joints so she was really courageous today," Wragg added.

The firm ground was almost certainly responsible for the rash of record times. It is hard to believe that the ground was officially good

earlier this week. Marling bettered the previous best time for the Coronation Stakes, a feat equalled by Spinning in the Bessborough Stakes.

However, Prince Ferdinand, Lyric Fantasy, Colour Sergeant and Landowner went one step better by setting course records in the Jersey Stakes, Queen Mary Stakes, Royal Hunt Cup and Queen's Vase.

Times may mean little given the conditions, but Lyric Fantasy's soaring success will remain for a long time in the minds of those present — and the history books.

Bought for just 12,500 guineas by Richard Hannan at the Doncaster sales on the recommendation of her owner, Lord Carnarvon, the filly is barely 15 hands and, pound for pound, is probably one of the fastest animals ever to grace the turf.

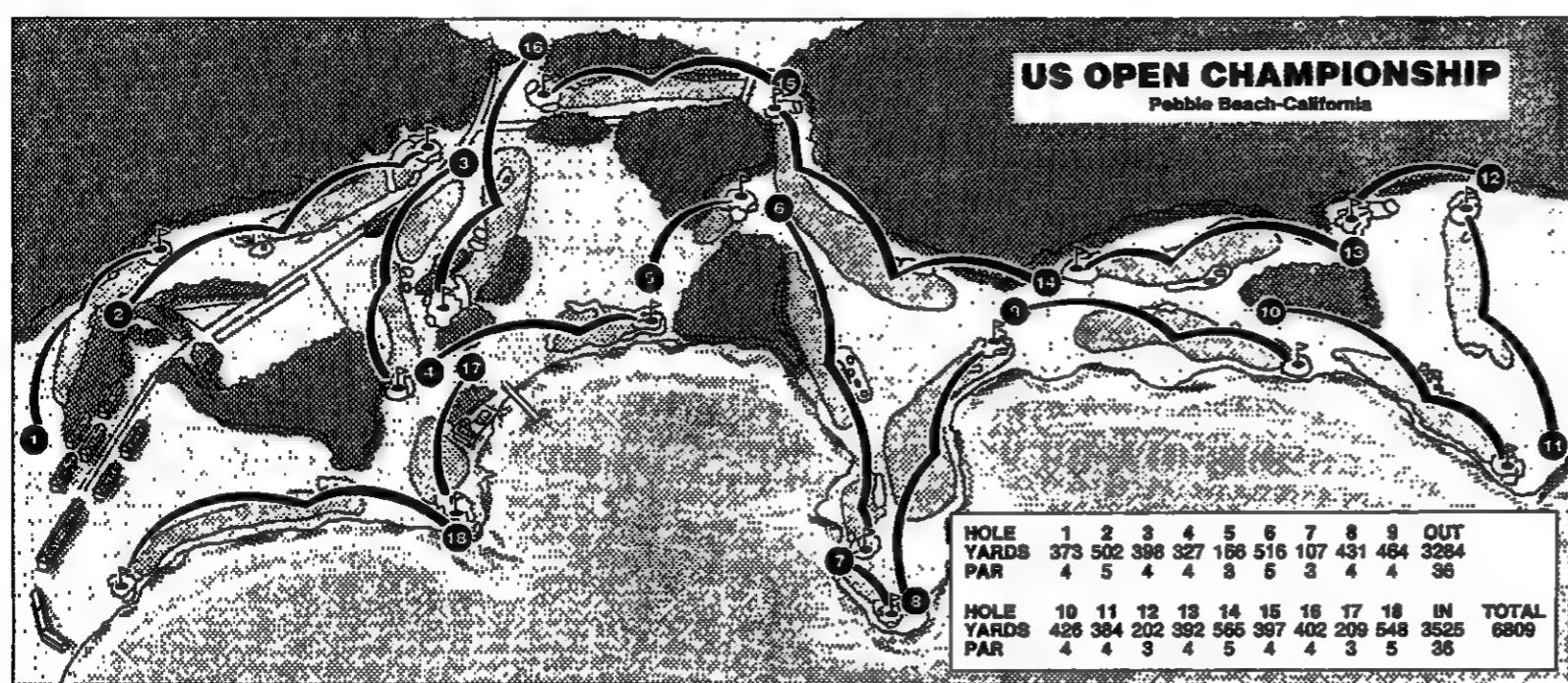
Named after a painting by Augustus John, Lyric Fantasy flew out of the stalls and Michael Roberts could hardly believe what followed as she put six lengths between her self and her closest pursuer.

The South African jockey sat motionless for the easiest Royal Ascot winner he is likely to enjoy. "She's like a machine. Unbelievable. One little



Driving finish: Prince Ferdinand masters Pursuit of Love, left, in the Jersey Stakes at Royal Ascot yesterday

Experience is vital factor in taming the US Open course at Pebble Beach



Nicklaus backs the Faldo approach

FROM MITCHELL PLATTS, GOLF CORRESPONDENT, IN MONTEREY, CALIFORNIA

NICK Faldo finds himself on the threshold of emulating the legendary Jack Nicklaus as he tees off in the US Open championship at Pebble Beach links here today.

Nicklaus is the only man to have won major championships at Augusta National, Pebble Beach and St Andrews — courses rich in memories and tradition.

Faldo, twice the Masters champion at Augusta, won the Open at St Andrews in 1990. This is his sixth US Open but his first at Pebble Beach, which Nicklaus maintains is his favourite course.

It might not rank quite that highly with Faldo but he has utmost respect for the course, perched above the Pacific and where Nicklaus triumphed in the 1972 US Open.

"I think this is the best US Open course I've played so far," Faldo said. "It's tough — the rough, the wind and the severity of the greens set to that — and it has plenty of character."

Nicklaus held his own earth summit on the eve of the

championship and stressed that only a player capable of handling the intricacies of a "British Open" course could expect to win here.

"You cannot attack Pebble," Nicklaus said. "There are young players out there who don't know that so a lot of players are eliminated the moment the tournament starts."

"It will take a player with the sort of skills of a Faldo, a Ballesteros, a Watson or a Stewart to win. I'm convinced it will be an experienced player who will take the title."

Faldo's meticulous approach will give him an advantage over the majority of his rivals. He is inspired rather than intimidated by a challenge and cannot camouflage the importance he attaches to winning the Open.

"The No. 1 priority in my career now is to win this title," he said. "I've been close twice and this one is very important to me. I feel comfortable with the way I'm playing."

"I've enjoyed my golf this year because I feel I've learned something every week and I've managed to store all the information in the memory cells. I understand my swing so well that fine tuning it comes naturally."

Faldo seems to have the character to compete under all circumstances, especially when pushed to the limit, and he thrives on pressure. In contrast, many of the Americans seem almost unwilling to accept the fame that goes with him at Augusta in April.

He has also long since acquired the knack of taming the thick, ankle-deep rough that drives so many others, including Ian Woosnam, to distraction. Woosnam said he is not impressed with Pebble Beach, which is tantamount to saying he is not looking forward to the week.

His outlook is as capricious as the Pacific breezes and he would appear to be so out of sorts with himself that making the halfway cut might even prove him wrong.

Sandy Lyle is playing well, although his record of not finishing higher than sixteenth in eight US Opens is less than encouraging, while Severiano Ballesteros, José María Olazabal and Bernhard Langer must rate as contenders.

Howard Clark, David

Feherty, Colin Montgomerie, Ronan Rafferty and Steven Richardson, the other British challengers, must first concentrate on survival, along with Anders Forsbrand, of Sweden.

The Pebble Beach rough is now a tradition, four to five inches thick and very lush. The fairways, sown with rye grass, will play fast. As they are as narrow as 30 yards in places, the first test will be to keep the ball from running into the rough.

"You've got to hit the ball into the right spots or you can forget it," Faldo said. "If you go into the rough, you face a big decision on what to do with the next shot."

Ballesteros has the pedigree to win a US Open but the question is whether he can be as patient over the next four days as Faldo will be. If Ballesteros remains composed, the title can be his, yet it might be safer to assume Faldo simply staying on the leaderboard as others drop off.

As Bobby Jones once said: "Nobody wins the US Open. Somebody just loses it."

EVANDER Holyfield has the success and wealth that every boxer craves, but the one thing he values most — recognition — may never come.

Casting a critical eye over the competitors from 26 countries engaged in singles and fours, he said: "Women bowlers are not aggressive. They draw and draw and draw again. If this was the men's championship, there would be a lot of firing going on and killed off aplenty."

However, skinnies like Betty Morgan, of Wales, Adrienne Lambert, of New Zealand, and Mary Price, of England, are exceptions. All three have an eye for the attacking shot and are easily persuaded to drive if the head is building up against them. As it is in tennis, though, it is not that the women's game is less skillful, merely less powerful.

With five round-robin sessions remaining before Saturday's singles play-offs, Anna Pretorius, of South Africa, and Audrey Rutherford, of Australia, are level with Sarah Gourlay, of Scotland, at the top of section A, while Margaret Johnston, of Ireland, Carmen Bishop, of Norfolk Island, and Annette Breitenbach, of Namibia, share the lead in section B.

Zimbabwe, Scotland and Australia are vying for a place in the fours final in section A, while New Zealand have won all their matches in section B to lead Wales and England.

POSITIONS (after eight rounds): Singles: Section A: 1. Sarah Gourlay, Scotland (38); 2. Anna Pretorius, South Africa (38); 3. Audrey Rutherford, Australia (38); 4. Betty Morgan, Wales (38); 5. Sarah Gourlay, Scotland (38); 6. Mary Price, England (38); 7. Adrienne Lambert, New Zealand (38); 8. Annette Breitenbach, Namibia (38); 9. Margaret Johnston, Ireland (38); 10. Carmen Bishop, Norfolk Island (38); 11. Annette Breitenbach, Namibia (38); 12. Anna Pretorius, South Africa (38); 13. Margaret Johnston, Ireland (38); 14. Betty Morgan, Wales (38); 15. Sarah Gourlay, Scotland (38); 16. Mary Price, England (38); 17. Adrienne Lambert, New Zealand (38); 18. Margaret Johnston, Ireland (38); 19. Annette Breitenbach, Namibia (38); 20. Betty Morgan, Wales (38); 21. Anna Pretorius, South Africa (38); 22. Margaret Johnston, Ireland (38); 23. Betty Morgan, Wales (38); 24. Sarah Gourlay, Scotland (38); 25. Margaret Johnston, Ireland (38); 26. Anna Pretorius, South Africa (38); 27. 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Betty Morgan, Wales (38); 226. Margaret Johnston, Ireland (38); 227. Sarah Gourlay, Scotland (38); 228. Betty Morgan, Wales (38); 229.

Doubts about England's attack for the Lord's Test give Pakistan every reason for confidence

Akram poses threat to England

By ALAN LEE, CRICKET CORRESPONDENT

ENGLAND'S cricketers may be about to experience the same sensation as the partygoer who finds the revelries have ended while he is still searching for the corkscrew.

Pakistan began this Test series infected by doubts and disruption but their days of susceptibility look to be over. The contest begins in earnest today and England could soon be regretting the weather at Edgbaston and their timid approach there.

On the Lord's ground where they have not won the traditional June Test match for ten years, England must confront the bowlers on whom Pakistan's mighty potential is based. Wasim Akram, who missed Edgbaston, and Waqar Younis, who was present but far below his peak, are reuniting and will form, with Aqib Javed and Mushtaq Ahmed, a four-man attack the rest of the world will envy. The spectacle will be handsome for the crowds, who have paid almost £1.5 million in advance sales, but it may be harrowing for the England batsmen.

Since the first Test, Akram has taken 16 wickets in two games while working steadily back to full speed. His left-handedness, quite apart from his command of swing, gives the Pakistanis a new dimension and, with Waqar sure to be a couple of yards faster than in Birmingham, there will be no safe refuge for England batsmen who were so untroubled a fortnight ago.

Equally as alarming, from an England standpoint, is the comparison with their own bowling. It would be stretching a point to say that any one of the seven in the party is in prime form when, over the past month, they have shared a total of only 62 wickets at more than 40 runs apiece.

In Test match cricket, only Phil DeFreitas has maintained high standards during the last year and, while the first appearance of Ian Salisbury's leg spin and the return of Devon Malcolm's speed at least gives a promise of variety, it offers no guarantees about taking 20 wickets to win the game.

Salisbury was yesterday surprised in the nets by his Sussex coach and mentor, Norman Gifford, and as he took five cheap wickets last time he bowled, albeit in a Sunday game, his confidence should be high.

Whether this also applies to Malcolm is problematical. He has taken only 12 first-class wickets all season, expensively at that, and the suspicion persists that his is a selection by default in the anxious quest for an extreme of pace. The last of his 18 previous Test caps was won exactly a year ago, when his abject loss of rhythm could in part be put down to the unbalancing effect of the Lord's slope. If that should happen again, Malcolm's value as a shock weapon will be muted.

His closest friend in the side is Chris Lewis and it is to be hoped that they have a beneficial effect on each other's sensitive self-confidence. Lewis bowled without aggression at Edgbaston and needful persuasion to bowl at all in Nottinghamshire's subsequent match.

While England's recent record at headquarters is startlingly poor, that of their captain is stunningly good. Gooch has made six of his 16 Test centuries at Lord's, where he aggregates 1,831 runs at an average of more than 60. With typical understatement, he mumbled yesterday that he rather likes playing here and that the pitch usually favours batting.

The way the Pakistan attack is shaping, Gooch has extra reason to hope that this prevails today.

Rain has been unkind

ENGLAND v Pakistan at the game's headquarters has been one of the most blighted fixtures in the international calendar (Simon Wilde writes). Of eight matches, five have been affected by bad weather and nine whole days lost.

The rain has been unkind to England than to Pakistan, although 1954 and 1987 it fell with impartiality in washing out three days. With better



Full throttle: Botham left no doubt about his recovery from injury with this delivery in the Lord's nets

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While England's recent record

● RUGBY UNION 31
● RACING 32, 33
● CRICKET 34

THURSDAY JUNE 18 1992

Hosts Sweden qualify for the semi-finals of the European championship

England broken by Brolin

Sweden 2
England 1

FROM STUART JONES
FOOTBALL CORRESPONDENT
IN STOCKHOLM

A STUNNING goal by Tomas Brolin last night completed the European championship misery of England and Gary Lineker. They were eliminated by the hosts in the Rasunda Stadium here and their challenge deteriorated after their captain had nonsensically been taken off midway through the second half.

David Platt had earlier put England ahead and appeared to be on the way to repeating his feat in the last World Cup finals. His goal at a relatively inexperienced youngster put England in the quarter-finals in Italy. Denmark joined Sweden in the semi-finals by beating France 2-1.

Platt's strike was in sharp contrast to his goal against the Belgians. Then, in Bologna two years ago, he came on as a substitute to claim a dramatic winner in the final seconds of extra-time to earn England the right to meet Cameroon.

Here, when the need for a goal was no less paramount, he wasted no time. Within four minutes, he gave England the psychological lift after they had gone for three hours in the competition without a goal.

To break down a Swedish defence, let alone so quickly, was a rarity. England had not scored in this country for 27 years and had not penetrated their Scandinavian opponents in any of their last four fixtures.

It was significant that Webb and Batty should be involved in the fluent move. The former was unexpectedly brought in by Graham Taylor in a line-up that was again unpredictable and the latter was playing out of position at right back, with the specific duty to contain Limpar.

Webb's constructive ability had been missing in England's previous games and, with almost his first touch, he chipped intelligently towards Batty, who had left his defensive duties to advance down the right flank. His glancing nod released Lineker outside him.

England's captain reached the byline before crossing towards his third different partner in three games. Platt, noting that Ravelli had moved towards the near post, directed his shot towards the other upright. Although his effort was mis-hit, he was sufficiently accurate to put England ahead.

It was his fourth goal in five games and maintained his average of scoring in every

third international overall. The ratio is similar to Bryan Robson, a player he closely resembles because of his ability to run unnoticed from the deep.

Platt's initial contribution was vital but had left Taylor's line-up with 86 minutes to protect their ambitions of reaching the last four. To their credit, they did not sit back and defend their lead but the refreshingly adventurous policy did at times cause them anxiety.

Never was it more profound than a few minutes before the interval. Dablin, who had otherwise been as closely guarded as usual by Walker, managed to escape and free his partner, Brolin, deep inside the area. He drifted around Woods before being visibly baulked by Barry.

The Portuguese referee, from his distant viewpoint, ignored the justifiable appeal for a penalty and awarded

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Jump of joy: Platt celebrates giving England the lead against Sweden last night

Denmark provide surprise

Denmark 2
France 1

RESULTS: Holland 1 (Bergkamp), 2 (R. Nilsson (Sheffield Wednesday), 3 (J. S. Nilsson (Sheffield Wednesday), 4 P. Andre (Paris St Germain)), 5 (S. Schwarz (Borussia), 7 K. Impson (Borussia), 8 J. Then (Borussia), 10 A. Limpar (Andrea), 11 T. Brolin (Paris St Germain), 12 M. K. Andersen (Paris St Germain), 13 H. Hansen (Paris St Germain), 14 C. Wood (Sheffield Wednesday), 15 D. Batty (Leeds United), 16 S. Pearce (Sheffield Wednesday), 17 M. Keane (Sheffield Wednesday), 18 A. Dely (Aston Villa), 19 C. Palmer (Sheffield Wednesday), 20 N. Webb (Manchester United), 21 M. J. Quinn (Sheffield Wednesday), 22 G. Lineker (Tottenham Hotspur), 23 A. Smith (Aston Villa), 24 D. Platt (Bolton), 25 J. S. Nilsson (Portugal). Referee: J. Ross dos Santos (Portugal).

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